

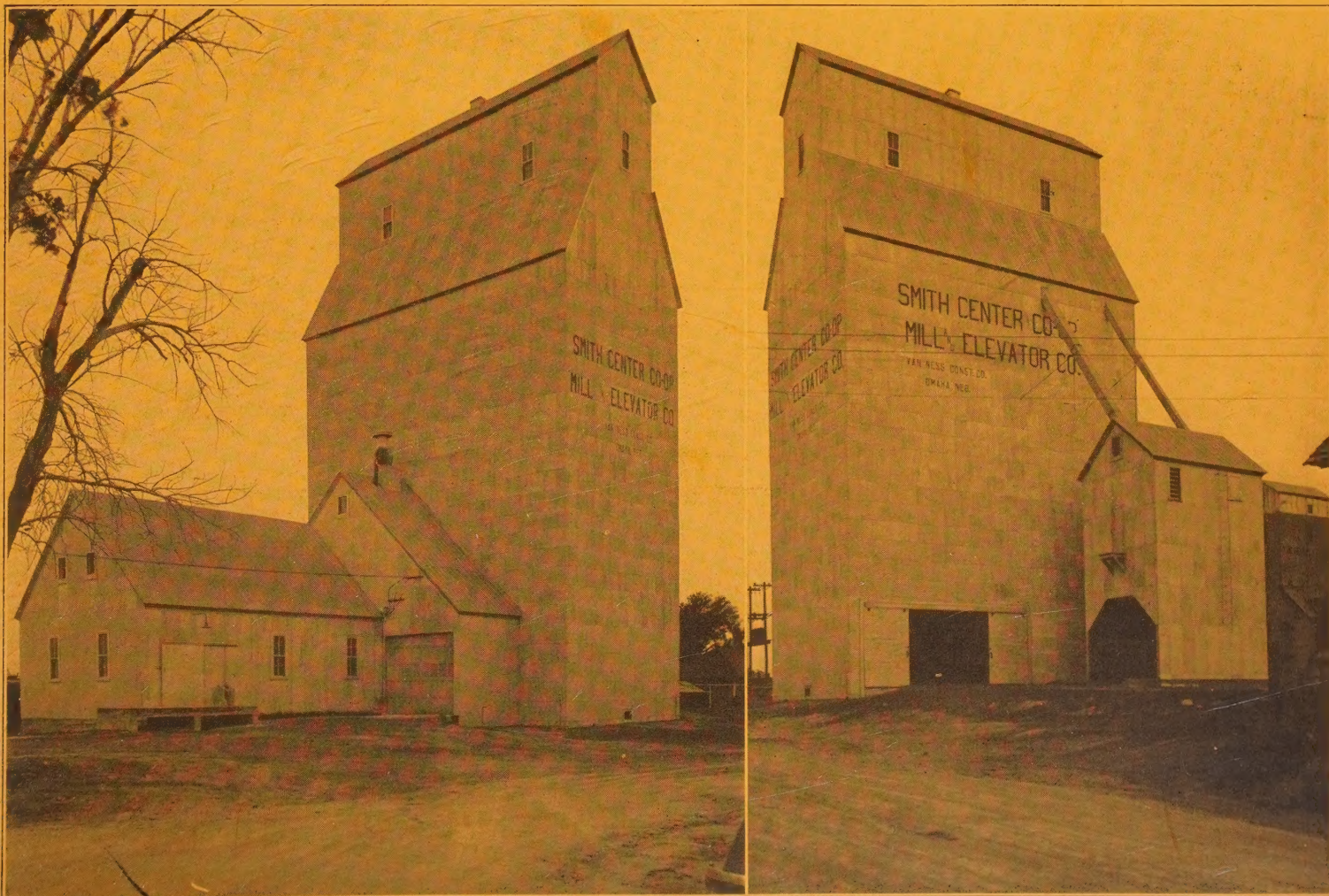
# GRAIN & FEED JOURNALS

## CONSOLIDATED

*A Merger of Grain Dealers Journal, American Elevator & Grain Trade, Grain World and Price Current-Grain Reporter*

### In This Number

Less Government Interference Imperative  
Overlooked the Sun Spots  
Looking Ahead in the Seed Trade  
Activities of the Superintendents Society  
Wheat Storage in Western Australia  
The Improvement of Grain Receiving Pits  
North Dakota Farmers Grain Dealers Convention



Two Views of the 65,000 Bus. Cribbed Elevator Recently Completed at Smith Center, Kan.  
[For description see page 108]



# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.*

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Burrus Panhandle Elevators, public storage-ndsing.  
Great West Mill & Elevator Co., millers, grain dealers.  
Henneman Grain & Seed Co., seeds and grain.\*  
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McKillen, Inc., J. G., consignments.  
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Hoit & Co., Lowell, commission, grain and seeds.  
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Quaker Oats Co., grain merchants.

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The Cleveland Grain Co., home office.\*

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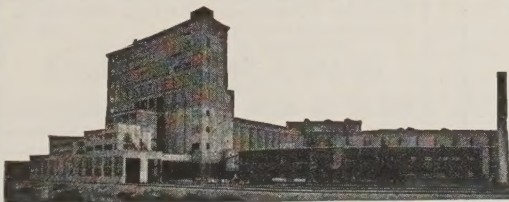
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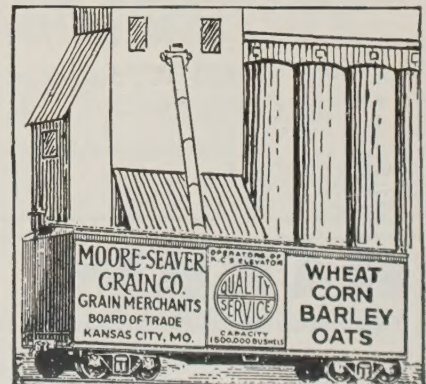
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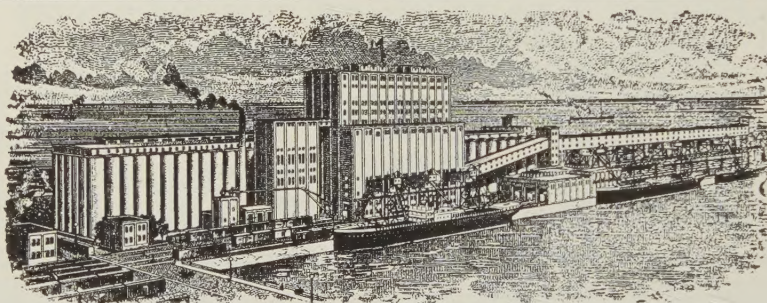
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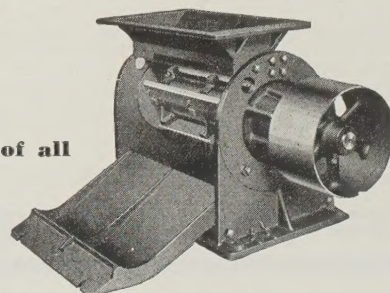
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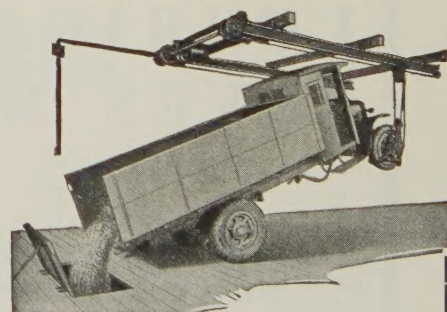
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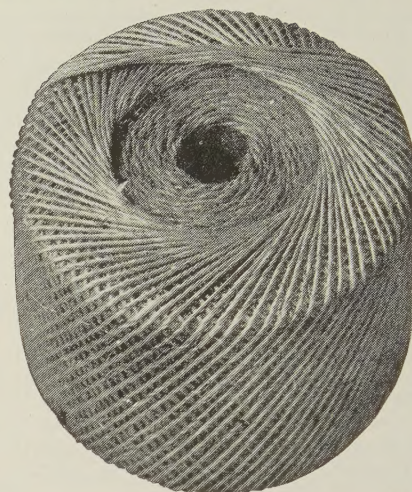
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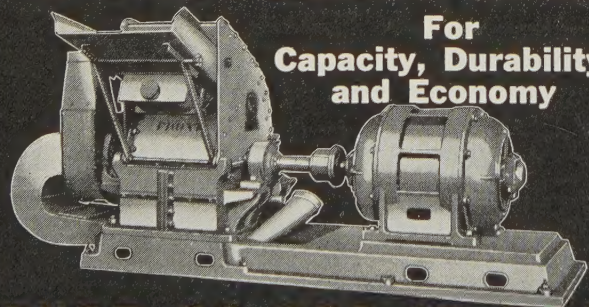
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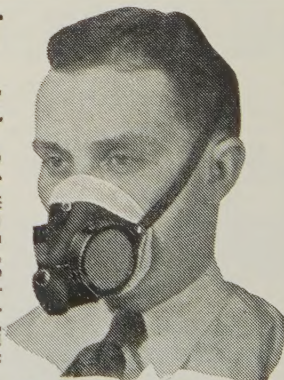
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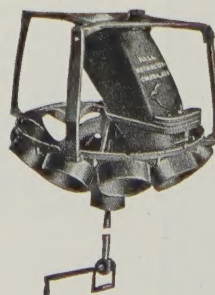
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# GRAIN & FEED JOURNALS

CONSOLIDATED  
INCORPORATED

332 S. La Salle St., Chicago, Ill., U.S.A.  
Charles S. Clark, Manager

A merger of  
GRAIN DEALERS JOURNAL  
Established 1898

AMERICAN ELEVATOR &  
GRAIN TRADE  
Established 1882

THE GRAIN WORLD  
Established 1928

PRICE CURRENT - GRAIN REPORTER  
Established 1844

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain, feed and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improving of grain, feeds and seeds.

SUBSCRIPTION RATES to United States, Canada and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy current issue, 25c.

To Foreign Countries, prepaid, one year, \$3.00.

THE ADVERTISING value of the Grain & Feed Journals Consolidated as a medium for reaching progressive grain, feed and field seed dealers and elevator operators is unquestioned.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, ILL., FEBRUARY 9, 1938

THE LONG drawn-out debate over the wages and hours bill could easily be settled to the satisfaction of weary workers by dropping all reference to hours and work and providing only for regular wages.

THE IMPROVEMENT of all elevator equipment not only by the installing of larger and better mechanical facilities but by the provision of a private office for the elevator manager as well as a public office for customers welcomes the arrival of better business methods, greater convenience and improved efficiency.

ONE OF THE most encouraging changes in the organized grain trade is the broadening of the membership requirements of the Farmers Grain Dealers Ass'n of North Dakota so as to welcome all grain elevator operators to membership. This should help to strengthen the organization and increase its influence for improved trade conditions. Many of our state associations could be consolidated to the great advantage of all concerned.

POSTING MARKETS, testing seed or running feeding tests near your office will help to attract farmers and promote your trade.

SO MANY storms in Western Kansas and the Texas Panhandle are filling the air with dust, the impression is gaining credence that a long drizzle is greatly needed.

OVERDRAFTS never delight the consignee. If you want the vigilant services of an experienced commission merchant refrain from slapping him before advising of shipment.

THE CLOTHING of a manager of a Michigan elevator caught in a sprocket chain driving a machine he was trying to repair and altho the power was immediately shut off by his helpers it was too late to save him. The only safe way to repair moving machinery is to cut off all power before starting the work.

CONSIDERABLE power is required to draw tramp iron out of a stream of grain, in fact many of the toys now being installed in hopes of protecting grinding machinery from scraps of iron are a deluding substitute for a real separator. The best separator obtainable is the most efficient iron remover, and not only protects the mill, but reduces the power required and prolongs the life of the grinder.

FIRE LOSSES in Illinois in 1937 showed a decrease of \$953,926 from 1936, with 3,267 fewer fires, according to reports made to State Fire Marshal Sherman V. Coultas by fire chiefs and other local reporting officials. The total loss for the year was \$11,081,347, caused by 16,306 fires. Forty-three persons were found guilty as a result of investigation of incendiary fires, according to the fire marshal's report, and five juvenile cases were disposed of without court action. The 590 investigations undertaken during the year will help to discourage pyromaniacs starting mysterious fires.

WRITTEN CONTRACT covering grain delivered at the elevator will prevent many disputes and stop shrewd farmers speculating with the elevator operator's capital. One Illinois farmer who alleges that a Freeport grain buyer agreed to pay \$1.02 a bushel for corn delivered 781 bushels Sept. 18 and is now suing for \$764.61. Was the corn stored or sold the day it was delivered, or was it the first delivery on a contract? Who knows and can prove it? Elevator operators who refused to receive grain not contracted except, for immediate sale to make that practice their general rule, should be able to avoid some misunderstandings and expensive law suits. Winning suits brot by farmers always loses at least one customer and sometimes more. Having all contracts or agreements in writing always helps to avoid differences and disputes.

WHEN YOU see a car leaking grain in transit, give us the essential facts for publication. It may help a brother dealer to authenticate his claim for loss. Few old cars are grain tight, so all need careful cooeping and lining.

## Strange Trucker Pulls a New Trick

We continue to marvel at the daring of country elevator operators who persist in dealing with strange truckers, notwithstanding the frequent exposure of their many swindling practices. This week a Missouri trucker pulled a new trick at a Coon Rapids, Ia., elevator. After his empty trailer was loaded with 400 bushels of shelled corn he drove off promising to return and pay as soon as he got a check cashed, but evidently he could not get check cashed as he failed to return.

A roving peddler of unknown address and doubtful responsibility can easily steal or borrow a truck, but he should experience real difficulty in establishing a credit for 400 bushels of corn with a well informed elevator operator. Merchants in all lines are directly interested in stopping these traveling swindlers and all must cooperate in checking their activities or suffer from their dishonest competition.

## The Elevator Man's Opportunity

Many enterprising grain merchants have not only helped their farmer patrons to larger yields of superior grain, but they have thereby, greatly increased the volume of grain receipts at their stations. Elevator operators are now installing the latest and best machinery for cleaning, testing and treating seeds to the great advantage and profit of the grain grower.

The preparation of the soil and the use of the best fertilizer obtainable can be materially stimulated by every elevator man whose mailing list includes all the wide awake farmers of his district.

Some grain dealers not only make known their facilities for supplying prime seed of all kinds, but by urging their farmer patrons to have their seed cleaned, tested and treated, insure a larger yield of better grain from every acre under cultivation. Planting dead seed or seed including a heavy mixture of weeds and other foreign matter always results in a woeful waste of labor and opportunity.

The planting of hybrid seed corn has so greatly increased the yield of corn that farmers everywhere are willing to pay a handsome premium for hybrid seed that is known to be right. The cleaning, the testing and the treating of choice seed not only pays the elevator man well for his service, but by increasing the yield and quality of the crops promotes the best interest of his patrons and his community.



## Less Governmental Interference Imperative

If business in general and agriculture and the grain business in particular is to survive the unreasonable regulations and limitations of the meddlesome officials of the boards, bureaus and commissions now striving to dominate all activities of U. S. A. citizens, then a campaign of resistance must be carefully organized and vigorously conducted.

The bureaucrats in their eager search for new "emergencies" or excuses for attaining greater power permit their selfish enthusiasm to warp their judgment and close their eyes to the fact that they are strangling business and destroying the source of their own sustenance. Encouraging or even permitting loud-mouthed officials to threaten or scare timid business with broadside innuendoes cannot help to improve industrial conditions anywhere.

The existing confusion brought about by many changes in laws and regulations making the efficient operation of business most difficult is intensified by the uncertainties of the future. The railroads are afflicted with so many regulations and restrictions, few are able to conduct their business profitably, so are forced to borrow large sums from the R. F. C. Most of the railroads would, no doubt, operate at a profit if individual initiative were permitted to function normally. Home building and the extension of public utilities is discouraged by government activities in both lines. The government's financing of inexperienced men in the grain business has proved most disastrous to all concerned and the taxpayers are out about twenty million dollars.

Licensing or threatening any branch of the grain business cannot be considered an aid to recovery and surely confiscating undistributed profits or penalizing grain merchants with burdensome and unreasonable taxes cannot be accepted as encouragement. Trading in grain for immediate and future delivery is recognized by all who are familiar with the service performed by the traders as a direct aid in the efficient marketing of farm products, but the perverted bureaucrats persist in treating the grain merchant as a criminal who must be taxed, regulated and watched in order that bureaucrats shall be given more power and an extension in life.

The prevailing recession of business serves to emphasize the folly of further strangling of business with rigid regulations and restrictions. Naturally, grain dealers resent the efforts of the bureaucrats to tell them how they shall run their business and look to grain trade organizations to oppose further political interference. Fortunately, the grain trade has more active organizations working for the common good of all than ever before and the lawmakers are being watched

more carefully by the grain trade associations than ever. They surely need it because of the many ridiculous laws now handicapping business.

The complex system of multiple taxes now leaving the average business man little time to do more than make out reports for bureaucrats, calls for the repeal of most of the taxing laws and the simplification of all others. Some are so complicated, it costs more to file a schedule than to pay the taxes. The existing chaos surely offers a wonderful opportunity for a well planned campaign for relief on the part of all trade and industrial organizations.

## Farm Bill Nearing Enactment

Under Congressional rules a conference committee can not write a new bill, but must confine itself to reconciling the provisions of the house and senate bills.

During the 30 days the farm bill has been in conference much new matter has been presented to the committee, some of it from the Department of Agriculture. Insertion of new matter subjects the bill to points of order and debate, to foreclose which the House rule committee approved a rule limiting debate to 4 hours, meaning that it is contemplated to rush the bill thru without permitting adequate consideration. Thirty pages of new matter not in the bill as passed by the House have been added.

The bill as reported to the House Feb. 7 contains an entirely new clause compelling buyers of wheat, corn, cotton, rice and tobacco to collect penalties from farmers who fail to comply. Grain dealers who have been forced into the position of collection agents without pay for landlords, mortgagees, and threshermen will not relish being placed in the position of wielding a club over penalized farmers.

The Congressmen took away from the administration the allocation of benefit payments by specifying that 27 per cent of the funds must be distributed to cotton planters, 14% to wheat, 15% to corn and 44% to various crops.

Provision is made for parity payments, acreage control, soil conservation, marketing regulations, commodity loans and crop insurance.

Wheat loans would be compulsory when prices drop to 52% of parity, and corn loans when prices drop to 75% of parity.

Of course, the Congress has no power to establish such farm control; and, in the hope of getting by the Supreme Court, the Congressmen devote the introduction to a finding of fact that crop surpluses are a burden on interstate commerce, which is not true. Our hustling exporters have always found ready buyers. The transportation agencies and grain merchants have always handled large crops efficiently.

## The Cultivation of Public Relations

Congress and the perverted leaders of state legislatures are so obsessed with the conviction that all business is a crime, it is high time all men engaged in business appoint themselves a committee of one hundred to undertake an active campaign to convince those whom they contact that their business service is an essential factor in promoting the legitimate commerce of the nation.

While some abuses may have crept into trading in grain for future delivery, there is no justification for killing all business in grain futures. The futures market is designed as first aid to the marketing of cash grain and for eighty years has functioned most efficiently.

Future trading has so cushioned all cash transactions as to absorb most of the speculative element accompanying the ownership of grain. The futures market has so fortified grain dealers and manufacturers as to make it possible for all to protect themselves against unexpected advances and declines in market values, and to work on a narrow margin without fear of heavy losses.

While some lawmakers and enemies of the marketing system seem to find special delight in painting the grain trade with criminal hues, there is no justification for their misrepresentation and no excuse for any grain merchant failing to rush to the defense of the grain marketing system and his own business. Every member of the trade owes it to himself and the grain business to grasp every opportunity to enlighten those he contacts as to the true service performed by the grain merchants of the land in getting the surplus grain from our producers to the consumer.

The country elevator operator not only helps to build a community, but actively promotes the best interests of that community by providing a constant market throughout the year for grain of all kinds and grades. The elevator man is primarily a community builder. His interests are so closely entwined with the interests of his patrons, he naturally works with his fellow merchants in establishing and maintaining an attractive trading post for the farmers of adjacent territory. He needs the confidence and must cultivate the good will not only of his farmer patrons, but of all his fellow citizens. The more earnest his efforts to enlighten those whom he contacts as to the mechanics of the grain business, the greater respect will he and his business be held in by his friends.

The most effective promotion of public relations includes the enlightenment of the public as to the true service performed by the grain trade. In view of the many unwarranted vicious attacks on the grain trade by the farm agitators



and the politicians, it behooves every grain trade organization to establish a department for informing the public as to the service performed with the view to gain the confidence and respect of all citizens.

The merchant who is not sufficiently posted on the true service rendered by his fellows to find real pride in his calling should engage in some line he understands.

## Overlooked the Sun Spots

The first session of the recent convention of the Crop Killers' Union was a most enjoyable affair. Every delegate was in a happy mood and the vote of thanks to the weather man for the warm, open winter was adopted by an enthusiastic rising vote.

All delegations reported a large increase in the numerical strength of their particular tribes and promised continued multiplication.

The Chairman of the Potato Bug delegation vigorously denounced the spraying of vines with Paris Green as it made the leaves unpalatable and greatly interfered with bugs' digestion.

The Credentials Committee recommended the admission of the C.I.O. delegation from Insects Infesting Stored Grain to active membership and Long-Tooth Weevil expressed their appreciation in an oration glowing with thanks.

Bugs Incorporated denounced the pot-shot attack on big business as a cowardly smoke screen designed to detract the attention of thoughtful farmers from the urgent need of using more and better fertilizers as well as to plant only clean, heavy treated seed of high viability.

The jumping delegate of the Grasshoppers League expressed gratification at the recognition given by the government in its forecast of greater activities by members of the League the coming season.

With favorable damp weather conditions continuing until St. Patrick's day the Green Bug division promised to keep the crop reporters working nights and Sundays this spring.

The reduction in the acreage of grain by the AAA and other Dept. of Agri. meddlers was bitterly denounced by the Resolutions Committee, which presented a clear-cut declaration to the effect that it was much better to plant the entire farm area, so that, even though the greedy black crows, the prolonged drouth, black rust and dust storms grabbed more than their share of the crop, something would be left for insects depending upon growing grain for their subsistence.

After the orators of the Chinch Bug Family had vigorously denounced the officious Burocrats for attempting to cut down the food supply, the leaders of the Hessian Flies and the Army Worms each in turn insisted farmers should be given every encouragement to plant more

grain, "so more could be exchanged for foreign gold to fill our Kentucky cave."

Altho the President of Parasites Consolidated insisted the resolution was a weak presentation of a just cause it was adopted without opposition and, after denouncing all efforts to regulate the life or limit the activities of grain growers, the Loyal Friends of Farmers adjourned *sine die*.

EDITOR'S NOTE: While the parasites are sure to have much to say regarding the volume of the coming crop, the weather man and the Crop Control officials will insist upon having their say. However, the industrious farmer who makes an intelligent selection of seed and fertilizer and cultivates diligently is sure to have something to sell in spite of all his active enemies.

## Contracts Are Sacred

Promises and agreements whether entered into by word of mouth or formally written out are the basis for the whole structure of our civilization. Every joint activity grows out of a mutual understanding. Without assured co-operation our civilization would relapse into savagery.

Contracts are not made sacred by law, but by the force of public opinion and the knowledge that welchers soon will find no one with whom to deal. The welcher is put out of business automatically when no one will have anything to do with him. Honorable merchants erase his name from lists of customers and strive to forget they ever heard of him.

Since Kaiser Wilhelm told the world a treaty was but a scrap of paper all dictators and governments have tampered with the sanctity of contracts. The most conspicuous example is the defrauding of investors by welching on governmental promises to pay full gold value on gold certificates.

Even when two parties make a contract in good faith governments will intervene to modify them or make them worthless. Commodity exchanges with quasi governmental authority will intervene to substitute settlement by paying a money difference for the actual delivery. Such action simply teaches buyers and sellers to avoid making contracts on exchanges where they are not en-

forced. An identical contract made outside of the exchange could be enforced by a court awarding full damages. Many times have farmer juries given judgment against a fellow farmer who defaulted on a contract to deliver grain to the country elevator. Condemnation is more severe if the seller had not and did not expect to have the grain sold, being expressed by the couplet "He who sells what isn't his'n must buy it back or go to prison."

A seller on an exchange can not be put in prison nor be compelled to deliver when a rule of the exchange provides that a com'ite shall adjust defaults. A buyer on an exchange having full knowledge of the rule before he contracted has no ground for complaint if the com'ite makes a settlement that is unsatisfactory to him.

## Freight Charges on Reconsigned Shipment

In a decision reversing that of the lower court the Supreme Court of Michigan on Sept. 1, 1937, held that where consignee of three carloads of coal reconsigned to third party with direction "Charges to follow" and coal was delivered by carrier on credit, to reconsignee, who was adjudicated a bankrupt two weeks later, dominion on part of consignee in ordering reconsignment created liability for freight charges which was not discharged by extension of credit by carrier to consignee.

The cars of coal moved from Pursglove, W. Va., to Detroit, Mich., consigned to the Brown-Ward Co., who ordered the reconsignment by phone and confirmed in writing, to A. F. Weast, who on same day directed delivery to Holmes Coal Co., operated by Russell Du Puis, who was on the railroad's credit list.

The cars were unloaded without the charges of \$507.68 being paid.

The New York Central R. R. Co. brought suit against the Brown-Ward Co. after failing to get anything from the bankrupt Russell Du Puis. Reversing the decision of the lower court the Supreme Court held that the general rule applied, that "one who receives or exercises dominion over goods by ordering reconsignment is responsible for freight charges accruing up to the time of such reconsignment order."—274 N. W. Rep. 715.

One of the potent influences for Recovery's setback according to Congressman John O'Connor of New York is that, "The Administration has been picking on private employers, abusing them and snooping on them, yet the only place anyone can get a job is from a private employer."

**E**NTHUSIASM is more than optimism; it is optimism with a punch; it is that intangible something in a person which spurs him rapturously on to endless accomplishment. Some people are naturally enthusiastic; others must in large measure acquire it. In either case enthusiasm is a precious thing; something not to be squandered, but wisely directed, that the capacity for it may be preserved for useful accomplishment and the mutual welfare and happiness of the individual and mankind.



## Asked—Answered

[Readers desiring trade information should send query for free publication here. The experience of brother dealers is most helpful. Replies to queries are solicited.]

### Inventor of Elevator?

*Grain & Feed Journals:* I am trying to verify information that Daniel Thompson of Pekin invented the modern grain elevator. He was a member of the grain firm of Flint & Thompson, later removing to Chicago.—Ray Brisendine, Pekin, Ill.

**Ans.:** Oliver Evans of Pennsylvania invented the cup and belt elevator back in 1785, and it was later developed on a large scale at Buffalo, N. Y., to unload lake vessels.

### Official Moisture Tester?

*Grain & Feed Journals:* Is the Tag Electric or the Brown-Duvel moisture tester official?—L. A. B.

**Ans.:** Neither is "official." Both are recognized and approved by the U. S. Dept. of Agriculture; but the oven method of testing for moisture as practiced by chemists the world over has been adopted as the official standard by the Department.

The water oven is official for corn and the air oven for other grains.

After having been boiled in the Brown-Duvel or dried in the air or water oven a sample of grain still contains moisture, contrary to the belief that all moisture is removed.

In the oven method the grain is left in until after weighing the sample from time to time it stops losing weight. It is then declared to be "dry" altho more moisture could be gotten out by raising the temperature of the oven.

Detailed instructions for making air oven and water oven tests are given on pages 34 and 35 of the revised "Handbook of Instructions for the Installation and Operation of the Electric Moisture Meter," issued by the Federal Grain Supervision.

The water oven test takes 72 hours.

### Dog Feed Formulas?

*Grain & Feed Journals:* Where can I get first class formulas for dog foods?—Cyrus S. Weiss, Wilkes-Barre, Pa.

**Ans.:** Following are three formulas for dog food:

#### Dry Cereal Dog Food

Corn meal	30%
Wheat middlings	20%
Wheat germ meal	5%
Whole wheat flour	15%
Poultry meat scraps	15%
Fish meal	5%
Dry skim milk	10%
Alfalfa leaf meal	5%
Soybean oil meal or corn oil cake meal	5%
Cod liver oil	1 1/2%
Salt	1 1/2%

Whole ground corn	101%
Rolled oats	25%
Alfalfa leaf meal	10%
Meat scrap	5%
Dry skim milk	20%
Flour middlings	5%
Soybean meal	30%
Salt	2 1/2%
Fine ground limestone or oyster shell	1 1/2%
Cod liver oil	1%
	100%

The first is a good breeding or pup feed. The second is cheaper.

The feed may be moistened with water. If it runs out of a dog's mouth it is too wet. If it sticks it is too dry. Another way is to mix with water and cook like breakfast oatmeal. A third way is to wet with water, place in bread baking tin and bake; cool and break it up. Each of the three methods of feeding may be tried for a change.

Dehydrated meat or fish meal	20 lbs.
Soybean meal	20 lbs.
Corn meal	30 lbs.
Middlings or shorts	10 lbs.
Bran	10 lbs.
Dried milk	5 lbs.
Oatmeal	5 lbs.
Cod liver oil	1 pt.

If dehydrated meat meal is used, add 2 lbs. bone meal, if fish meal is used no bone is required.

### Kansas City Elevator Operators Urge Superintendents Attend

The Missouri-Kansas Chapter of the Society of Grain Elevator Superintendents held an exceptionally inspiring pre-Convention Arrangements Meeting in Kansas City, Mo., February third.

The highlight of the evening was an enthusiastic address given by Mr. Fred Hoose, of the Norris Grain Co. On behalf of the owners and operators in the Kansas City area, Mr. Hoose pledged their whole-hearted support towards making the Ninth Annual Convention to be held at the Hotel Kansas Citian, Kansas City, Mo., March 27-30th, one of the most interesting in the history of the Society.

Mr. Hoose even went so far as to offer his services in an attempt to convince any doubting operator of a grain storage or processing plant that his presence at the coming Convention, as well as that of his Superintendent, is most important. In fact, Mr. Hoose volunteered to write skeptical owners or operators in other localities and urge them to have their Superintendents join the Association and take an active part in the programs and discussions, saying, "Top executives will soon learn that such a step invariably accrues to their decided advantage."

### Superintendents Meet in Minneapolis

Members of the Society of Grain Elevator Superintendents of N. A. from Minneapolis, Duluth, New Prague, and St. Louis Park, Minn., and Chicago, with their ladies, met in the ball room of the Oak Grove Hotel, Minneapolis, the evening of Jan. 29.

Following a sumptuous meal Jack Coughlin, pres. of the Minneapolis Chapter, took charge as toastmaster. Dean M. Clark, sec'y of the national organization, reviewed the rapid growth of the Society stating: There has been an 84% increase in membership over two years ago, and 42% over last year, which shows very clearly managers and superintendents are fast realizing the advantages to be gained by membership and active participation in the affairs of the Society. In the several cities where local chapters have been formed enthusiastic special meetings are being held in preparation for the Kansas City National Convention. Reports received indicate this year's national convention will attract a larger attendance than any in the history of the Society. The owners and operators in Kansas City are lending every possible assistance, and are urging other owners and operators to send their superintendents to the convention. I want to take this opportunity to extend a special invitation to each of you to attend this convention.

E. H. Karp, Chicago, who with the late Chris Wood of Baltimore, gave first thought to the formation of the Society, recounted the early struggles they encountered in creating interest in the need for such an organization. He paid glowing tribute to Charles S. Clark, Chicago, for his earnest support during the Society's formative period, and for continuing this support.

The addresses and introductions over the floor was cleared and the thirty-odd couples enjoyed dancing to the music of an excellent orchestra until midnight. Those who did not dance played bridge. It was a very pleasant and profitable evening.

### Chicago Superintendents Meet

The Chicago Chapter of the Society of Grain Elevator Superintendents of National Association met in the Grain Club Room of the Atlantic Hotel the evening of Feb. 1st for its regular monthly meeting. Following a choice sirloin dinner, President Jack Waterbury introduced C. J. Alger, Chicago office manager of Corn Products Refining Co., who gave a forceful and illuminating talk on Industrial Relations.

The scope of Mr. Alger's address covered every angle of his subject and many worthwhile ideas were revealed, among them: safety programs, employees' clubs, social activities, and pension plans.

The meeting was then given over to round table discussion of points brought up by Mr. Alger. A tentative plan was adopted to institute a competitive sports movement in the Chicago elevators. John Hall, supt. of Washburn Crosby Mill, in a short talk explained his plant's method of dealing with employees, and of winning the prized General Mills safety trophy for 1000 days without a lost time accident.

The eager spontaneity of the members participating in the discussion marked this as one of the most successful meetings of the Chapter.

### Special Meetings for Grain Elevator Superintendents

Members of the Society of Grain Elevator Superintendents are holding special meetings thruout the country in preparation for their annual convention to be held at the Hotel Kansas Citian, Kansas City, March 27-30. The schedule for the coming two weeks follows:

**Buffalo District Chapter, Jan. 28**—Buffalo's new chapter will meet Jan. 28 for the purpose of electing officers, as well as to discuss plans for their first chapter representation at an annual convention.

**Minnesota District Chapter, Minneapolis, Minn., Jan. 29**—Minnesota's first special pre-convention meeting was held Jan. 29 at the Oak Grove Hotel and will be followed by a dinner-dance to be given by any chapter in the Ass'n.

**Chicago District Chapter, Chicago, Ill., Feb. 1**—Members of the Chicago chapter are also looking forward to the annual convention with a great deal of enthusiasm. In addition to pre-convention discussions, C. J. Alger of Corn Products Refining Co. will speak on "Industrial Relations."

**Missouri-Kansas District Chapter, Feb. 3**—Many members from other district chapters attended this special meeting in Kansas City, Mo., Feb. 3 and plans for the approaching convention were discussed with keen interest.

**Omaha-Sioux City District Chapter, Feb. 8**—This new chapter will get convention data firsthand from T. C. Manning, Kansas City's chapter president, as well as from other members of Mr. Manning's active organization.

### Program of Minnesota Elevator Ass'n

For the annual meeting of the Minnesota Farmers Elevator Ass'n at Minneapolis Feb. 15, 16 and 17 in the West Hotel speakers have been engaged to cover the following topics:

Value of Advertising, J. H. DeWild, Minneapolis.

Real Estate Taxes, Lloyd Peterson, Minneapolis.

Railroad Co-operation in Agricultural Progress, Leon Robbins.

Grasshopper Control, H. L. Parten, University Farm.

Country Elevators as Collecting Agencies, Herbert Horner, Minneapolis.

Developments in Russia, D. C. Larson of South Dakota State College.

Good and Bad Barley, Chas. E. Lockerby, Minneapolis.

The Trucking Law, Al Hanson, local warehouse superintendent.



Importance of Hedging, A. C. Remele, Minneapolis.

A 25 years of service club will be organized at this meeting.

Managers and officers will hold an evening session at 8 p. m., Feb. 15.

Elevator officers will breakfast at 8 a. m., Feb. 16, in the Colonial Room; and the managers at the same hour in Room 122. Both will be followed by group meetings in the same rooms.

Ladies will enjoy a luncheon Wednesday in Room 122. High class entertainment will be provided at the banquet Wednesday evening.

## Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other merchants from the same occupation. You can not afford to pass up these opportunities to cultivate friendly relations and profit by the experience and study of others.

Feb. 15, 16, 17. Farmers Elevator Ass'n of Minnesota, Minneapolis, Minn.

Feb. 18, 19. Eastern Federation of Feed Merchants, Onondaga Hotel, Syracuse, N. Y.

Feb. 21, 22. Farmers Grain Dealers Ass'n of Ohio, Waldorf Hotel, Toledo, O.

Feb. 22. Pacific Northwest Feed Ass'n, Seattle, Wash.

Feb. 22, 23. Farmers Grain Dealers Ass'n of Ohio, Toledo, O.

Feb. 23. Indiana Farmers Grain Dealers Ass'n, Purdue University, Lafayette, Ind.

March 27, 28, 29, 30. Society of Grain Elevator Superintendents of North America, Kansas City, Mo.

April 21-23. California Hay, Grain & Feed Dealers' Ass'n, proposed dates (city to be announced later).

May 2, 3. Western Grain & Feed Dealers Ass'n, Des Moines, Ia.

May 9, 10. Illinois Grain Dealers Ass'n, Danville, Ill.

May 9, 10. Northwest Retail Feed Ass'n, tentative dates, Nicollet Hotel, Minneapolis, Minn.

May 13. Oregon Feed Dealers Ass'n at Portland, Ore.

May 31-June 1. Pacific States Seedsmen's Ass'n, Portland, Ore.

June 9, 10. American Feed Manufacturers Ass'n, Franch Lick, Ind.

June 20-23. American Seed Trade Ass'n, Detroit, Mich.

June 26, 27, 28. Ohio Grain, Mill & Feed Dealers Ass'n, Deshler-Wallick Hotel, Columbus, O.

Fred Borries, of Louisville, Ky., has been nominated for president of the Millers National Federation.

## Grasshopper Menace Threatens West and Midwest

Grasshoppers enjoyed a fine summer and fall for laying eggs, which gives us the prospect of more trouble from grasshoppers in 1938 than occurred last year, according to an extensive survey made by the U. S. Department of Agriculture's entomology department in cooperation with 24 western state entomologists.

Likely spots for serious and widespread outbreaks of the 'hopper scourge, points out Chief Lee A. Strong of the federal Bureau of Entomology, are Michigan, Wisconsin, Minnesota, North Dakota, South Dakota, Montana, Oregon, Missouri, Iowa, Nebraska, Wyoming, Colorado, Utah, Arizona, New Mexico, Oklahoma and Texas. The surveys covering California, Arkansas, Idaho, Illinois, Kansas, Nevada and Washington, promised outbreaks no more serious than occurred in 1937.

# Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. Dealers having anything to say of interest to members of the grain trade are urged to send it to the Journals for publication.]

## Ass'ns Strengthened by Large Convention Attendance

*Grain & Feed Journals:* I do think that our Indiana state convention this year was one of the best we have had in years in point of attendance; and the attention was most unusual, I would say, when you figure the frame of mind that most of the boys are in these days.

It was a very orderly group of men thruout the two days' session. Conventions such as this stimulate interest in association work and commend the industry to men as a laudable vocation.—Don B. Jenkins, mgr. Noblesville Milling Co., Noblesville, Ind.

## Creamery Competition

*Grain & Feed Journals:* Complaints come in often about creameries entering the feed business on a price basis that demoralizes the feed industry. Our main business is feed only! Creameries use feed as a "leader" to hold old milk customers or gain new supply sources. Some have special mixes made up by feed manufacturers. Most of them dynamite prices on occasions. They now have laws, and seek help from state authorities to stabilize resale prices on milk and cream.

We question a genial public reaction to handling feeds and concentrates on top of milk cans. The public has been made super-conscious about sanitation in all phases of our milk supply. The cleanest feed is dusty, and the freshest concentrates may carry odors. Hauling charges for milk, consumer prices on milk are all challenged constantly.

How come creameries need to bait their customers by free delivery of feed on milk trucks and "loss" or "cost" prices on feeds? It is queer and one-sided philanthropy.—I. J. Strommes, sec'y, California Hay, Grain & Feed Dealers Ass'n, Sacramento, Cal.

## Washington News

**Help!** A new special tax is provided for in the latest draft of the Internal Revenue Act of 1938, which is designed to place a new burden on closely held corporations to prevent the accumulation of earnings by personal holding companies. It may cost more to make out detailed reports than it will to pay the tax, but then WHO cares? Not Congress.

**Senator King** has announced he will seek to include in the tax revision program now being considered broad provisions designed to encourage the investment of private capital. He plans the repeal of capital gains tax and insists that corporation expenditures for expansion, improvements, rehabilitation, and debts be exempt from the levy on undistributed profits.

**The National Association** of Manufacturers, apprehensive that President Roosevelt might take up the Borah-Mahoney bill to place corporations under a federal licensing system, has denounced that measure as providing for an end of "home rule over business." The bill would permit the federal government to put any concern entirely out of business for the most trivial violations.

**Under** the revised revenue act of 1938 as proposed by the sub-committee of the Ways and Means Committee of the House, corporations with a net income of less than \$25,000.00 will hereafter be exempt from the tax on undistributed profits but will be subject to nor-

mal taxes graduated from 12½ per cent on the first \$5,000 of net income up to 16 per cent on the fifth \$5,000. In other words the politicians are determined to grab the major portion of all industries earnings.

## Farmer in Better Shape

If all the business world were in as good shape as the agricultural section of it, there would be little or no talk of recession, or whatever it is called.

It is not to be inferred from this that the goose hangs high on all of the farms of this fair land. It isn't necessary to travel all the roads of a country to find losses, but as a whole the farm picture has its bright spots, and in relation to normal, farm buying this year will probably be better than that of any other group, unless it be those on public pay-rolls.—*The Corn Belt Dailies.*

## Will Hall Heads Memphis Exchange

Will A. Hall, for 27 years a member of the Memphis Merchants Exchange, was elected pres. of that organization Jan. 8, having been vice pres. in 1936 and 1937.

Mr. Hall became connected with the International Stock Food Co., of Minneapolis, 37 years ago; and when the International Sugar Feed Co. started business he was transferred to the feed department in 1906, and in 1910 was made manager of the plant at Memphis, and now is also president of the International Sugar Feed Sales Co.

Mr. Hall has seen the commercial feed industry grow from a small business to its present commanding position in the world's affairs. He feels that scientific balanced rations are a proven science and perhaps have a much greater effect on econmic food cost and living expense than the general public appreciates and will continue to occupy this position to the end of time.



Will A. Hall, Memphis, Tenn., Pres.-Elect Merchants Exchange.



## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds are always welcome.

Spokane, Wash., Feb. 2.—The Inland Empire, barring unexpected setbacks, promises to have the largest winter wheat crop in 20 years, according to local dealers. West of Spokane and into the Big Bend summer-fallow shows from 60 to 80 per cent sown to Turkey Red and hard winter. Ordinarily the Big Bend harvests from 60 to 70 per cent spring wheat, but last fall was so ideal for planting spring wheat growers turned fall planters. With ample moisture, good growth and a snow covering now to protect the promising wheat from any sudden, severe drop in temperature, dealers are united in the opinion crop conditions appear in the making of a bumper harvest.—F. K. H.

Kansas City, Mo., Jan. 31.—Continued drouth over all Kansas has placed a large part of the acreage for 1938 harvest in a very unsatisfactory and in certain localities even a precarious condition. Even during January several severe dust storms, with the wind reaching a 50 mile

## Oats Movement in January

Receipts and shipments of oats at the various markets during January, compared with January, 1937, in bushels, were:

	Receipts		Shipments	
	1938	1937	1938	1937
Baltimore	69,044	26,156	.....	.....
Chicago	1,322,000	864,000	1,909,000	1,318,000
Duluth	500,104	5,690	.....	72,384
Ft. William	143,835	194,206	287,936	355,132
Ft. Worth	42,000	3,000	78,000	7,500
Hutchinson	.....	.....	.....	.....
Indianapolis	988,000	490,000	866,000	544,000
Kansas City	190,000	122,000	230,000	248,000
Milwaukee	36,160	24,860	201,400	36,100
Minneapolis	724,070	149,090	718,580	3,231,890
Omaha	318,000	606,000	493,646	1,271,870
Peoria	338,000	146,000	421,000	228,000
Philadelphia	38,530	35,899	.....	.....
St. Joseph	472,000	568,000	100,000	98,000
Superior	122,035	5,189	3,437	53,581
Toledo	241,500	670,885	210,225	435,175
Wichita	.....	6,000	.....	1,500

weak and unstooped so a large crop cannot be expected from a thin stand unless moisture conditions from this date forward are considerably above normal and very favorable winter weather is also encountered. At present subnormal temperatures with the unusually dry soil and without a snow covering is almost sure to increase the abandonment.—The Robinson Elevator Co., H. L. Robinson.

**The new farm bills.** We do not understand the new farm bills. Even Senator Smith, who sponsored one of them, admitted that he couldn't explain it. They tend toward regimenting all the farmres in America by compulsory quotas, buying and storing of crop surpluses, price-fixing and penalty taxes. In our opinion, none of these is desirable.—Chicago Daily News.

## Wheat Movement in January

Receipts and shipments of wheat at the various markets during January, compared with January, 1937, in bushels, were:

	Receipts		Shipments	
	1938	1937	1938	1937
Chicago	172,585	3,105	32,904	.....
Chicago	656,000	439,000	1,519,000	571,000
Duluth	861,860	230,565	385,542	981,652
Ft. William	1,083,968	369,679	6,06,238	330,710
Ft. Worth	637,200	226,800	1,107,000	288,900
Galveston	.....	.....	4,281,474	.....
Hutchinson	762,750	556,200	.....	.....
Indianapolis	82,000	84,000	151,000	227,000
Kansas City	3,515,200	2,217,600	3,954,755	2,622,940
Milwaukee	3,080	1,540	9,800	.....
Minneapolis	2,380,900	1,200,140	1,604,180	1,143,060
Omaha	654,997	363,200	1,219,464	521,536
Peoria	134,200	145,800	155,800	200,400
Philadelphia	70,635	244,682	95,709	228,000
St. Joseph	369,600	174,400	1,400,000	320,000
Superior	659,127	179,034	329,594	553,926
Toledo	241,500	154,500	261,260	224,995
Wichita	1,176,000	595,500	891,000	648,000

### Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye, barley and soybeans for May delivery at the following markets for the past two weeks have been as follows:

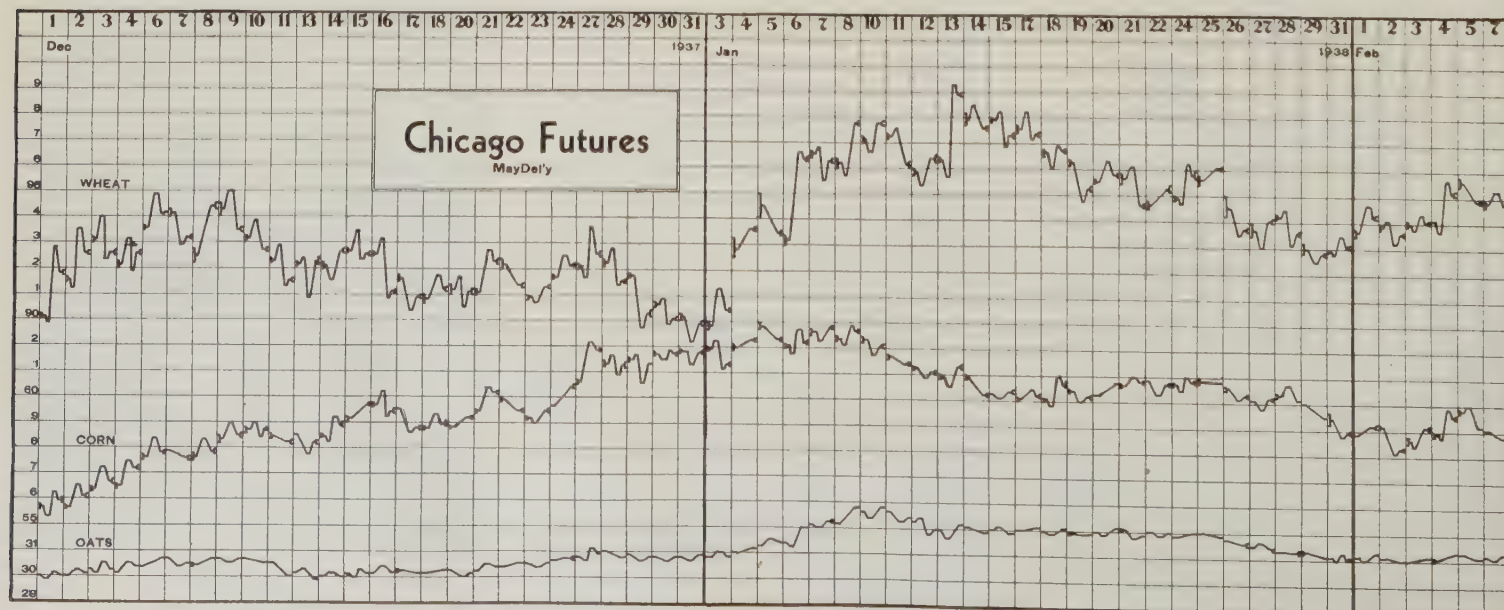
	Wheat													
	Option	Jan.	Jan.	Jan.	Jan.	Jan.	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.	Feb.
	High	Low	26	27	28	29	31	1	2	3	4	5	7	8
Chicago	132½	85½	93½	94	93½	92¾	93	94½	93½	94	95½	94¾	94½	95½
Winnipeg	130¾	102½	125½	126½	126	125½	125½	126½	126	126½	127¾	127½	127½	128½
Liverpool*	.....	109¾	112½	112	112½	112¾	111	112¾	112¾	113¾	113½	114½	114	114½
Kansas City	118½	81½	92¾	93¼	92¾	91½	92	93¾	92¾	93¾	94¾	93¾	94¾	94¾
Minneapolis	124¼	90¾	104¾	105½	105	104¾	104½	105½	105½	105½	106¾	106½	106¾	106¾
Duluth, durum	93¾	78¼	88¾	88¾	88¾	86¾	87¾	88½	88½	89½	90½	89¾	89¾	90½
Milwaukee	119	85¼	93¾	93¾	93¾	92¾	93¾	94¾	93¾	94¾	95¼	94¾	94¾	....
Corn														
Chicago	81	55½	60¾	60¾	60¾	59½	58¾	59½	58¾	59½	59½	59½	58¾	59½
Kansas City	70	52¾	57¾	57¾	57¾	57¾	57¾	56¾	55¾	56	56¾	56	55½	56¾
Milwaukee	70¾	55½	60¼	60¾	60¾	59½	58¾	59½	58¾	59½	59½	59½	58¾	....
Oats														
Chicago	42¼	28½	31½	31¾	31¼	31½	31	31¼	31	31½	31¼	31¾	31¼	31¼
Winnipeg	51	41½	48¾	49½	49	48¾	48¾	49	49	49½	49¼	49½	48¾	49½
Minneapolis	30¾	26½	28¾	28¾	28¾	28¾	28¾	28¾	28¾	28¾	28½	28½	28½	28½
Milwaukee	33¾	28¾	31¾	31½	31¾	31¾	31¾	31	31¾	31	31¾	31¾	31¼	....
Rye														
Chicago	84	63½	73½	73¾	74	73½	73¾	74¼	74½	75	75½	75½	75½	76½
Minneapolis	75½	59½	69½	69½	69¾	69	68½	69¾	69¾	70½	70½	70¾	71½	71½
Winnipeg	95¾	69¼	82¾	83¾	84¼	83	82½	83½	83¾	83¾	84¼	84¼	84¼	85
Duluth	75½	67½	71½	71½	72	....	71	72	72	73	73½	73½	74	75
Barley														
Minneapolis	55¾	43¾	51	51½	51¾	51½	51¾	51¾	51¾	51¾	52	52¾	52¾	52¾
Winnipeg	65¾	53¼	63¾	63¾	63¾	64¼	63¾	64¾	64¾	64¾	65	65	64¾	65½
Soybeans														
Chicago	106¼	93	104½	104	104¾	104½	104½	105¾	105½	105¾	105¾	106	105	105½

\*At daily current rate of exchange.

## Corn Movement in January

Receipts and shipments of corn at the various markets during January, compared with January, 1937, in bushels, were:

	Receipts		Shipments	
	1938	1937	1938	1937
Baltimore	1,672,604	116,069	1,192,909	.....
Chicago	5,431,000	3,657,000	2,970,000	\$61,000
Duluth	2,160,700	1,514	18,363	6,628
Ft. William	2,711		8,943	4,171
Ft. Worth	123,750	51,250	82,500	112,500
Galveston	.....		633,985	.....
Hutchinson	1,250	1,250		
Indianapolis	2,737,000	1,029,000	1,966,500	557,000
Kansas City	2,136,000	975,000	1,057,500	475,500
Milwaukee	99,200	483,600	214,500	123,500
Minneapolis	2,589,560	229,260	1,569,030	147,780
Omaha	2,348,805	1,134,000	2,301,925	925,649
Peoria	2,859,400	1,300,600	1,478,600	519,800
Philadelphia	910,694	1,046,086	420,175	
St. Joseph	730,550	181,500	536,500	46,500
Superior	620,386	3,799		
Toledo	869,400	170,800	598,055	70,105
Wichita	29,900	15,600	7,800	2,600





## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Cedar, Ia., Feb. 2.—There is a big movement of corn in this vicinity.—H. E. McBurney.

Decatur, Ill., Jan. 29.—The soybean market has acted contrary to grain, advancing since the first of the year and holding the advance the past week while other commodities declined. Nevertheless, sales from first hands have been limited, and unless prices advance so that producers will receive \$1 per bushel, the movement will be small until after the seeding season.—Baldwin Elevator Co.

Minneapolis, Minn., Feb. 5.—The movement of domestic flaxseed during the month of January amounted to only 130,000 gross bus. in all positions. Out of our 1937 domestic crop, we estimate 6,620,000 gross bus. of domestic flax have been marketed. This is 95% of the Government's net bushel estimate of the present flax crop. Supplies, it will be seen, are practically exhausted at this time.—Archer-Daniels-Midland Co.

Winnipeg, Man., Feb. 1.—Our calculations of the Canadian wheat position as at January 28 now show 53 million bushels of common wheats and 21 millions of durum still available for human consumption. Deducting 22½ millions for domestic flour consumption and 7½ millions for export flour requirements from now until July 31 leaves 23 million bushels of common wheats for export and carryover.—James Richardson & Sons.

Winchester, Ind., Feb. 5.—Corn receipts continue in moderate quantities. First day of February our drier had been in operation three months. We find on consulting our transit records we have in that period dried around 800,000 bus. of corn. The moisture is now running just about the same as it was the first part of December. Our farmers haven't been complaining about the price of corn, they had so many bushels it is paying a lot of bills and putting

### Barley Movement in January

Receipts and shipments of barley at the various markets during January, compared with January, 1937, in bushels, were:

	Receipts		Shipments	
	1938	1937	1938	1937
Baltimore .....	12,914			
Chicago .....	1,194,000	644,000	183,000	259,000
Duluth .....	799,989	76,830	574,034	957,058
Ft. William .....	139,133	253,517	37,172	9,612
Ft. Worth .....	3,750	1,250	3,750	0
Indianapolis .....	4,500	1,500	3,000	0
Kansas City .....	8,000	30,400		9,600
Milwaukee .....	2,707,280	1,238,400	778,875	631,475
Minneapolis .....	3,675,120	1,155,350	2,995,260	1,738,340
Omaha .....	8,000	24,000	127,188	11,990
Peoria .....	352,000	357,000	156,600	183,100
Philadelphia .....	37,548	2,855		
St. Joseph .....	0	1,750	0	26,250
Superior .....	526,126	75,476	332,744	500,843
Toledo .....	1,400	2,800	24,000	75,160
Wichita .....		1,300		

### Rye Movement in January

Receipts and shipments of rye at the various markets during January, compared with January, 1937, in bushels, were:

	Receipts		Shipments	
	1938	1937	1938	1937
Baltimore .....	151,139	79,428		
Chicago .....	309,000	121,000	417,000	589,000
Duluth .....	168,015	171,016	63,654	57,999
Ft. William .....	5,773	20,378	2,102	
Ft. Worth .....	1,250	0	0	0
Galveston .....			91,428	
Hutchinson .....	3,750	0		
Indianapolis .....	24,000	72,000	52,500	55,500
Kansas City .....	60,000	6,000	42,000	6,000
Milwaukee .....	178,290	60,845	155,720	37,650
Minneapolis .....	493,210	279,840	466,790	294,610
Omaha .....	105,576	7,000	81,200	4,350
Peoria .....	97,800	187,200	20,400	
Philadelphia .....		19,572		
St. Joseph .....	1,500	1,500	18,000	1,500
Superior .....	297,745	145,096	46,500	
Toledo .....	12,600	19,600	28,880	4,500
Wichita .....	5,200		1,300	

some money in the bank.—Goodrich Bros. Co., C. C. Barnes, ex. v.-pres.

Decatur, Ill., Feb. 5.—No offerings of old wheat. Export demand rather disappointing and domestic flour demand is sluggish. United States exports of wheat for the season to date 36,335,000 bus. Exports of flour for the season 1,663,000 barrels. Offerings of corn are very light, country roads not in very good shape; however, price is the biggest factor as to the indifference on the part of growers not selling. The price finally declined to revive a little export demand. U. S. corn exports for the season 12,811,000 bus.—Baldwin Elevator Co.

Duluth, Minn.—General dullness developed in the grain market with the entrance of February. Cash buyers appear unconcerned whether they get any grain or not, and are not pressing purchases. Only when samples are found that suit their needs can business be worked. Interest in the futures also is down to a minimum. No one seems to be inclined to step up operations. Instructions for outloading and movement have not been up to earlier expectations. It is still too early to figure on sales and volume to be booked for opening of navigation. Elevators now contain but 16,000,000 of all kinds of grain, a little better than 2¼ million bushels more than at this time last year. With a marked falling off in grain receipts this month the filling up of storage space will be necessarily slower.—F. G. C.

### Capel Tilt Passes On

Capel Tilt, 66-year-old president of the Tilt Grain Co., at Winnipeg, Can., long a prominent figure in Canadian grain circles, passed away at his home in Winnipeg, Jan. 18.

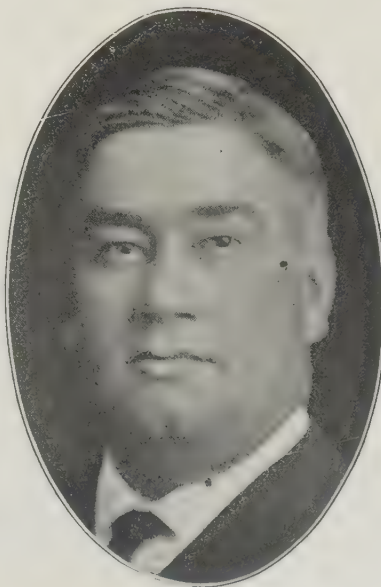
Mr. Tilt was born at Listowel, Ont., Sept. 24, 1871. When little more than 16 years old he became a stenographer for James Carruthers & Co., Ltd., Toronto grain merchants.

Mr. Tilt's association with James Carruthers & Co., Ltd., lasted until 1924, leading him thru numerous responsible executive positions to a position of leadership in the trade.

In 1924, after the Carruthers firm was dissolved upon the death of James Carruthers, Mr. Tilt, in partnership with T. F. Carscadden, organized the Tilt Grain Co., which he headed until his death.

Mr. Tilt played a prominent part in founding the clearing house for the Winnipeg Grain Exchange, and the Lake Shippers Clearance Ass'n. For nearly a quarter of a century he served as pres. of the latter, and except for one year as pres., he served the former as secretary for an equal length of time.

Mr. Tilt's broad interests included the presidency of the Standard Elevator Co., Ltd., vice-pres. of the Traders Building Ass'n, and 22 years of service on the Winnipeg Grain Exchange Council.



Capel Tilt, Winnipeg, Man., Deceased.

## Cipher Codes

**Universal Grain Code:** Most complete, up-to-date grain code published. Effects a greater reduction in tolls than any other domestic code. 150 pages, 4½x7 inches. Price, leather, \$3.00; paper, \$1.00.

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**Riverside Flour Code, Improved (5 letter revision):** Sixth edition. For use in domestic and export trade. Size 6x7 inches, 304 pages. Bound in flexible leather, \$12.50.

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## Modernizing Speeds up Montana Elevator

Simple modernization of a grain elevator often works wonders in its capacity to attract and to handle trade. Modernization may cost comparatively little, but an important part of any modernization program is the replacement of obsolete machinery with the new types of equipment, specifically designed to handle bulk grain as it is received and processed today.

An excellent example of efficient modernization is the elevator at Miles City, Mont., purchased by the Occident Elevator last fall. Engravings herewith show the before and after effects of work done by the Hogenson Construction Co.

Modernization of the plant included raising of the elevator cupola, cutting off the wide cornice and replacing with standard elevator cornice, replacing the roofs on both the elevator and attached feed mill with 26 gauge galvanized steel roofing, completely residing the elevator and repairing the siding on other buildings with cedar lapsiding, and painting of the entire plant with aluminum paint.

The warehouse was completely remodeled. Over its loading platform was built a protective canopy, and a protected loading shed was built to connect it with the mill building. In the feed mill building grain and feed bins were rearranged and built in to utilize mechanical equipment most efficiently.

In both the elevator and feed mill buildings obsolete machinery was thrown out to be replaced with Strong-Scott head drives on the elevating legs, a double distributor, an Eureka corn cracker and grader, a Strong-Scott triple action feed mixer, a Jacobson hammer mill, and a Strong-Scott combination feed scalper and magnetic separator.

**San Francisco, Cal.**—The California Unfair Competition Act of 1935 recently was declared unconstitutional by the Third District Court of Appeals, in the suit of Balzer v. Caler, charged with selling "loss leaders."

## Bright Prospect for Export Trade

**Buffalo, N. Y.**—George B. Wood, president of the Corn Exchange of Buffalo, believes the immediate prospects for the grain trade are the brightest in several seasons. During recent years the export of cereals, due to drouth and crop curtailment, has been reduced to a minimum, but if the United States regains its world supremacy in agriculture, the flow of grain will again seek outlet and will flow thru its natural channel to seaboard. He says the ultimate future of the grain business lies in the legislative halls, not in the productivity of our fields or in the highly competitive trade routes.

# Will You Paint with Aluminum?

What advantages arise from use of aluminum paint for the preservation of iron siding and wood parts of a country grain elevator?

Is there only one grade of aluminum, or does the paint buyer have to watch quality as well as price?

How much surface will a gallon of aluminum paint cover? Must a primer be used under this paint?

These questions are among the many that arise in the mind of the country elevator owner when he looks over his properties only to find that a coat of good paint is needed to preserve them from the ravages of weather and natural deterioration. From the number of elevator owners who have turned to aluminum paint for the preservation of their properties, it may be safely concluded that the thought of using aluminum paint will occur to him. Aluminum paint has an inherent appeal to elevator owners, often to the extent that they will have a new paint job done with it, even though the condition of the properties would permit them to wait another year without painting.

Aluminum paint has the advantage of an attractive, silvery color with high advertising value. Towering high above all other buildings in the country towns, the aluminum painted grain elevator is an attractive, beckoning structure that lifts its shining head above the surrounding countryside and says to the farmers, "Come to this town to trade; come to this town to sell your grain. We'll give you a square deal." An unkept, unpainted elevator smudges the horizon and carries no such inviting appeal.

Aluminum paint not only looks good, it is good, assuming, of course, that a good grade is purchased. In aluminum paint, as in many products, quality commands a quality price. Aluminum paints sell for anywhere from \$1 to \$4 per gallon.

Primarily aluminum paint is made up of aluminum bronze powder and a suitable vehicle. Most of the differences in cost rest on the vehicle. In the most expensive tung oil is used as a binder for the aluminum powder. Paint jobs of this type have been known to last many years.

Differences do exist in the powder. An aluminum powder is actually made of tiny flakes of aluminum. The finer the powder the closer these tiny flakes fit together in covering a surface, reducing the chance for moisture to get under the paint and cause blisters or loosen tiny flakes of aluminum. Good paint manufacturers recommend a fine aluminum powder, a high grade vehicle and competent painters who mix the two together on the job. Thus a buyer may know how much aluminum powder is be-

ing mixed with the vehicle, and he may know that the buildings are being protected with a freshly mixed paint. A few manufacturers put aluminum paint in double cans, a large can holding the vehicle, a separate compartment in the same can holding the proper quantity of aluminum bronze powder to be mixed with it.

Wide variation exists in the convictions of those using aluminum paint on country grain elevators regarding the area that a gallon of aluminum paint will cover, and the value of a primer coat. Doubtless, here too, the buyer gets just about what he pays for. Skipping use of a primer coat, and spreading the paint too thin saves pennies, only to lose dollars in the length of time the paint will adequately protect the buildings.

The prospective buyer of aluminum paint will find valuable suggestions in the advices of some of the contractors and elevator owners who have written us on this subject:

### Aluminum Paint Formula

**Indianapolis, Ind.:** A formula for a good grade of aluminum paint for use on country elevators is: Use 1½ pounds of aluminum bronze powder to one gallon Spar Varnish vehicle. This will make about 1½ gallons of paint. One gallon of paint will cover about 400 square feet for the first coat and about 600 square feet for the second. We use no primer for this paint.

If the ingredients are bought separately and mixed, this paint will cost about \$1.65 per gallon; if purchased already mixed it will cost as much as \$3.50 per gallon in some places.

We have found that elevator owners nearly always specify the kind and grade of paint they want used on their elevators. Reliance Construction Co., Indianapolis, Ind.

### Fifteen Gallons to an Elevator

**Omaha, Nebr.:** When we paint a galvanized iron clad elevator we always use aluminum paint, which costs in the neighborhood of \$3 per gallon. We seldom use a priming coat.

The average size grain elevator requires in the neighborhood of 15 gallons of this aluminum paint.—Van Ness Construction Co.

### Use Primer First

**Cedar Rapids, Ia.:** We are painting both our iron clad and our wood sided elevators with aluminum paint when it is necessary to resurface them.

Our procedure has been to paint a metal clad elevator with blue lead paint after having scraped off the rust with a wire brush, then cover the blue lead with aluminum paint. When we paint the wood sided elevators we use a barn gray wood paint for the primer, then cover



After ——— Modernization of Occident Elevator at Miles City, Mont. ——— Before



the barn gray with aluminum paint.—Leland C. Miller, Federal-North Iowa Grain Co.

### Brands Specified

Minneapolis, Minn.: The average amount of paint used on a standard, iron-clad elevator is 32 gallons aluminum and 32 gallons of either blue or red lead for an undercoat. The under coat is a rust preventative, sealing the iron and serving as a priming coat. It makes a good foundation for the aluminum paint. For the priming coat on wood we use a good grade of barn gray.

The coverage per gallon of aluminum paint is 400 square feet, one coat, and the blue lead, or its equivalent, covers 400 square feet per gallon, one coat.

Paint companies say that these materials could be stretched farther, but, due to our type of work, we find these calculations are just about right.

Elevator owners commonly specify the brands of paint that they want used on both new and old buildings. Those who do the work usually carry a full line of paint and naturally lean toward the brands that they handle.

There are so many types of aluminum paint on the market that it is hard to specify a price. You can buy aluminum paint all the way from \$1 to \$4 per gallon. The reason for this is that the price of aluminum is based on the vehicle with which it is mixed. Oils from the more expensive gums are used in the higher types of aluminum paint. When you buy aluminum paint you pay for just exactly what you get.

There is only one way to purchase aluminum and that is from a reliable dealer or a manufacturer, who makes a quality paint. The average person can compare the \$4 with the \$2 aluminum paint only by taking samples into a laboratory and having them tested for quality by a chemist.—Tom Ibberson, T. E. Ibberson Co.

**Leading barley growing counties in the United States** are Colusa, Cal., 120,143 acres; Cass, North Dakota, 115,483 acres; Yolo, Cal., 114,863 acres; San Joaquin, Cal., 109,470 acres; Polk, Minn., 77,724 acres. Weld leads in Colorado with 50,375 acres; Fond du Lac in Wisconsin with 46,567 acres, and Plymouth County in Iowa with 27,172 acres. Minnesota has 19 counties growing more than 26,000 acres, North Dakota 8 and Wisconsin 6.

## Saves Elevator and His Job

When Manager Marshall McKowen discovered fire blazing in the roof around the chimney of the two-story combination office and house part of the Goodrich Brothers & Co. elevator at Linwood, Ind., one cold December morning he was galvanized into action. Clambering quickly to the top of the structure he started tearing away the blazing shingles with his bare hands, ripping a hole in the roof sufficiently large so that he could drop thru to the attic floor. Attacking the blaze at its base with a fire extinguisher and buckets of



Marshall McKowen, Linwood, and P. E. Goodrich, Winchester, Ind.

water hoisted to him by two other employes and hastily summoned neighbors, he soon subdued the flames.

McKowen's hands were severely burned, but he was successful in saving the office structure, warehouse and big country elevator adjoining that constitutes the principal business in this town of less than 100 population. The damage was confined to the shingle roof and only minor repairs were needed.

But trouble always comes in bunches. Hardly had Manager McKowen's hands stopped burning when, hurrying to serve a customer, he tripped on his way down stairs. When he tried to get up a sharp pain stabbed his left leg just above the ankle.

McKowen is a stoical fellow. A doctor found one of the small bones broken and put his leg in a cast. Thereupon McKowen promptly got a pair of crutches and hobbled about his work, a little inconvenienced but so

little concerned that he failed even to report the accident to his head office.

President P. E. Goodrich of Goodrich Brothers & Co. and officers of the Grain Dealers Fire Insurance Co. thought mighty well of McKowen's prompt action. At a dinner for Goodrich elevator managers in the Columbia Club at Indianapolis Jan. 25, R. D. MacDaniel of the latter company made a glowing speech about bravery, and courage, quick wits and willing hands. Everyone commended the courageous Manager McKowen for saving the property.

## Social Security Taxes

BY J. S. SEIDMAN,  
Certified Public Accountant

Cross-word puzzlers have no trouble finding a five letter word meaning "basis for social security tax"; but employers are often puzzled as to what the word "wages" includes. Generally speaking, it includes all cash remuneration for services as well as the value of non-cash items given to employees. A ruling, however, which departs from this principle holds that the value of local transportation tickets furnished by a company to its employees does not constitute "wages" even though used by the employees for personal rides. The determining factor here is that the company did not consider the tickets as compensation when fixing its salary scales.

Interesting problems arise with salesmen on a commission basis who pay their own traveling expenses. The tax is based on the salesman's net commissions after deducting his expenses. Since the employer may not have the information, the salesman is required to report his expenses to the employer. If in any month the expenses exceed commissions, the excess may be applied against commissions in the future.

A director of a corporation, as such, is not an employee. However, if he performs services other than attendance at Board meetings, he may become an employee.

As the income tax deadline draws near, it is timely to note that an employer who has paid his employee's old age tax without deducting it from the employee's wages may claim the item as a business expense for income tax purposes. A ruling to this effect concludes, however, that by the same token, such payments constitute additional compensation, hence taxable income to the employee.

## The Elevator Managers of Goodrich Bros. Co. Held a Special Meeting



Front row, l. to r.: C. W. Burnside, Converse; Clyde Poe, Eaton; R. D. MacDaniel (Grain Dealers Fire Insurance Co.), Indianapolis; P. E. Goodrich (Pres. Goodrich Bros. & Co.), Winchester; Marshal McKowen (who saved his company's elevator from burning), Linwood; George M. Neidlinger, Lebanon; Leslie H. Bildinger, Chesterfield.

Middle row, l. to r.: Charles F. Cummings, Jolietville; Clarence Slusser, Roseburg; Kenneth Neidlinger, Gadsden; Mark Douglass, Gaston; Logan Hinshaw, Summitville; Webster Neidlinger, Onward; F. J. Zimmerman, Collett; E. G. Cook, Winchester.

Rear row, l. to r.: Clold Weiler, Boone Grove; Harry Wagner, Farmland; Thos. I. Durbin, Rosston; Bernard M. Cody, Westfield; J. H. Trimble, Snow Hill; S. L. Blough, Durbin.



## Fireproof Headhouse and Tanks Added to Kansas Elevator

The storage tanks and headhouse recently completed for the Consolidated Flour Mills Co., at Kingman, Kansas, which has general offices at Wichita, are of reinforced concrete.

The entire grain cleaning and storage plant and 5 stories addition to the right hand side of the mill were designed and constructed by Chalmers & Borton with the assistance of H. J. Norton, who is milling superintendent and construction engineer for the Milling Co.

The storage unit to the extreme right was built in the fall of '34 and has a capacity of 165,000 bus. In connection to this was a 35,000 bus. frame elevator, tempering bins and workhouse. This latter being destroyed by fire in January, immediately plans were made for a new headhouse along with 100,000 bus. more storage. The new unit consists of 6 bins in headhouse which is 21'x30'x154' high. Connecting are 6 tanks 12' diameter by 100 feet high with four intermediate bins. A concrete driveway 16'x34' is attached to end of headhouse.

The new tanks and headhouse have a full 12' daylight basement and are equipped with the following machinery: two stands of elevator legs, using 12" rubber belts with 11"x8" DP cups at 12" centers. All screw conveyors are 16" in diameter and are in concrete boxes. Power is furnished from either a 300 h.p. steam engine which operates the mill or a 125 h.p. gas engine, the arrangement is so that either or both engines can be used at the same time. Power is transmitted to the basement line shaft thru 10" leather belts, then to a 6 strand rope

drive to the counter shaft in the head which in turn drives the heads with No. 80 roller chain.

On the lower floor in the headhouse is located a No. 11 cleaner.

All sheet metal was furnished by the J. B. Ehrsam & Sons Mfg. Co. The mill now has a storage of 350,000 bus. and a milling capacity of 800 bbls. daily.

## Modern Cribbed Elevator and Feed Plant at Smith Center, Kan.

The new modern 65,000 bus. grain elevator, feed plant and warehouse built for the Smith Center Co-op. Mill & Elevator Co. at Smith Center, Kans., by the Van Ness Construction Co., replaces the mill and storage which burned last year. Mr. Frank Johnson, who has successfully managed the company affairs for many years, represented the owners during construction and continues in the same capacity at the new plant.

The main storage part of the building is 29 x 47½ ft. on the ground and 62 ft. to the top of the cribbing. The cupola is 14 x 47½ x 26½ ft. high. The driveway passes through the building so that one set of bins on the outside discharge into the large dump pits under the driveway floor. This driveway is 14 ft. outside and 12¾ ft. in the clear inside. Seventeen storage bins are in the main building; three deep bins on the west side of the workroom, and two on the east side, four bins over the workroom and one over the cross workroom on the east side, four bins over the driveway and three deep bins on the north side

of the driveway. The bin overhead on the east side of the workroom provides passage from the main elevator to the feed plant and warehouse.

A frame constructed cob and dust house is provided on the west side of the elevator. It is 14 ft. wide, 18 ft. long and 26 ft. high to the plate. The overhead cob and dust bins are hopped bottom so that a truck can back in underneath the bins and be loaded by gravity. This building and the complete plant was designed according to the requirements of the Mill Mutual Insurance Co.'s, which is represented in this territory by Mr. W. Evert Welch.

Three large sinks under driveway floor receive grain from trucks.

Attached to the east side of the elevator is a combination warehouse, feed plant and driveway extension. The main part of this addition is 27 ft. wide and 48 ft. long. A full basement under this building provides additional warehouse space. Above the hammer mill are four large bins. Under the corn cracker and grader are four small sacking bins. Above the driveway extension are three small bins for ground feed sold in bulk and loaded by gravity direct into the customers wagons or truck.

After the debris of the fire loss was cleaned away excavation was carried down to solid footing for the new reinforced concrete foundations. Solid concrete foundations and concrete floor make the elevator and warehouse rat proof.

All lumber used in the buildings is No. 1 Fir except the roof sheathing, which is No. 2 Fir shiplap and the cribbing which is No. 3 Fir dimension. Nearly a quarter million feet of lumber was required.

The new buildings are completely iron clad with No. 28 gauge galvanized iron. Double drain type roofing was used to provide protection against the driving rains. All eaves and gables are flashed with flat galvanized iron to guard against bird nests and sparks starting fire. Corrugated iron of standard lengths were used on all studded walls. Corrugated elevator sheets were properly applied on cribbed storage to allow for the up and down movement of walls as the storage bins are filled and emptied.

Particular attention was given to the nailing and bracing of all buildings because of the heavy winds that often blow in Kansas.

All bins have hopped bottoms of sufficient pitch not only to insure wheat and corn running out but also oats and lighter grains. Particular attention being given to the construction of the hoppers of all ground feed bins because of the difficulty in getting light material to flow by gravity.

All windows are protected with screens, using wood frames and galvanized hail screen.

All buildings are grounded according to the Mutual Fire Prevention Bureau specifications for lightning protection. The same Bureau provided complete specifications for the electric power and light wiring. All power wiring is in heavy rigid conduit and all lights are protected with vapor proof fittings. All motors used are totally enclosed fan cooled and ball bearing. All motor controllers are either dust tight or of the oil immersed compensator type. All motors are protected with overload and undervoltage protection. The electric service is protected by surge capacitors and properly grounded.

All deep bins have wood hopped bottoms and the basement under the elevator and bins is ventilated to the outside at regular intervals through the outside bin walls. Experience has shown this is necessary except in cases where it is a considerable distance to surface water.

All machinery and equipment was selected to take care of the particular needs of this community. The customer's truck can be loaded from four whole grain bins or three chop bins over the driveway. His truck is dumped with a traveling electric overhead truck lift.

A dump door is provided in the driveway floor to receive ear corn, which is then fed by



Reinforced Concrete Head House and Storage Addition to Kingman, Kansas, Plant.



a shaker feeder into a 1,000 bushel per hour corn sheller, driven by a 15-H.P. motor with V-belt drive. The shelled corn, cobs and husks are discharged into the one elevator leg, which is equipped with a 15 in., 5 ply, 32 oz. 16 to 19 lb. friction, friction surface elevator leg belt and 14 x 7 Salem elevator buckets. This leg also handles small grain from either one of the three dump pits. The ear corn dump pit can be used for small grain as the spout from the shaker feeder is by-passed direct to the leg for this purpose.

This leg has an 18 x 16 roller bearing boot and 48 x 16 head pulley. The head pulley is driven by a 15 H.P. elevator head drive. This head is equipped with a 16 duct 9 in. distributor which feeds the 1000 bushel per hour cleaner, the 10 bushel automatic scale, 13 of the bins and the distributor under the cleaner. The 8 duct 9 in. distributor under the cleaner goes to six bins and to bins above the feed plant.

The cleaner is provided with separate cob and dust spouts, both spouts being protected with fire traps to prevent flames getting to main building in case of fire in the cob and dust house. The cleaner is driven by a 10 H.P. motor and V-belt drive. The shaker feeder is driven with a 3 H.P. motor and V-belt drive.

The feed plant is equipped with a 20 H.P. hammer mill driven by a 20 H.P. motor and V-belt drive. The mill is protected with a magnetic separator and an ammeter tells the operator how near the machine is working to full capacity. A half ton horizontal feed mixer was salvaged from the fire and this machine is driven with a 3 H.P. motor and V-belt drive. A corn cracker and grader is driven with a 5 H.P. motor and V-belt drive.

A 1500 pound freight elevator driven with a 3 H.P. motor and roller chain drive runs from the basement to the warehouse floor. A roller bearing manlift provides access to the cupola of the elevator from the workroom floor.

All spouting from the distributors is made in sections of No. 16 gauge steel pipe. The spouting in the pit is made of one and two inch lumber. All spouting including the 8 in. black pipe used for loading spout is of sufficient size to handle the leg which has a capacity of 3000 bushels per hour.

The Van Ness Co. furnished all the material and equipment, including the power and light fixtures, and did all the work under one contract.

See outside front cover for illustration.

## A Modern Crib at Normandy, Ill.

The new corn crib of the Atherton Grain Co., at Normandy, Ill., was built for the accommodation of farms who grow more corn than they have crib room to hold.

This crib with mechanical handling facilities is built over 100 ft. from the company's elevator, on the company's own land. It consists of two cribs, each 32 ft. long, 8 ft. wide, 14 ft. to the plate, and 6 ft. higher at the inside walls to utilize space under the pitch of the roof.

Each crib rests on a concrete foundation, and crib floor, this floor being extended to make a concrete floor for the 13¼ ft. driveway between the cribs. Spanning both the cribs and the driveway is a steel clad gable roof, its ridge 18 ft. above the plate. Set in this roof is a 6x14 ft. cupola, 16 ft. high, to make room for the head of the elevating leg.

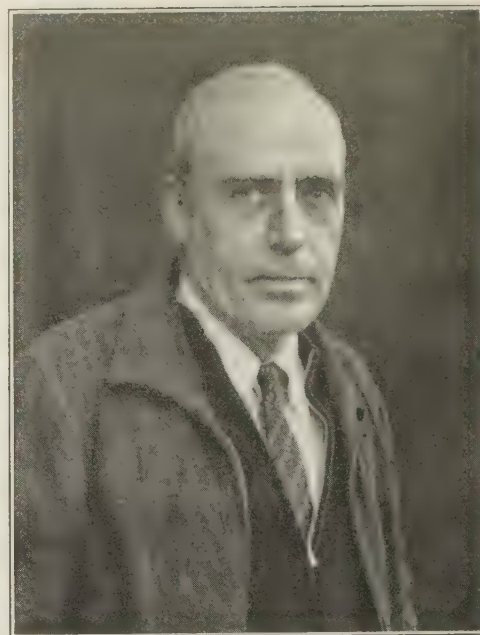
The driveway is 14 ft. high, closable at each end by double sliding doors. At one end is a Kewanee overhead traveling electric truck lift. Near the other end is a trap door covered, steel lined, drag tunnel which delivers ear corn as it is dumped, into the boot of the 40 ft. Kewanee chain and bucket type lofting leg. A long spout attached to the turnhead delivers the ear corn into either crib at any chosen point.

The chain and bucket elevating leg is driven from the boot. A 3 h.p. GE inclosed motor transmits its power thru a texrope drive to a speed reducer, which runs the leg and the drag.

Each crib, sided with 4 inch beveled cribbing, has capacity for 2,000 bus. of ear corn. One of the cribs is divided into two sections, so that one section may be used for the segregation of white ear corn. In the concrete floor of each crib, running lengthwise of the building, is an 18x18 inch drag tunnel, its open top covered with removable pieces of 2x4s, for which a pocket was formed in the concrete so that these pieces would lay flush with the concrete floors. A slatted door at each end of each crib exposes the sheller drag tunnels.

Shelling is done by hired shellers. The Atherton Grain Co.'s truck hauls the shelled corn from the sheller to its 60,000 bushel cribbed elevator on a site leased from the Chicago & Northwestern R. R.

Head of the Atherton Grain Co. is Roy Atherton, who has his main elevator and head office at Walnut, three miles from Normandy. In charge at Normandy is B. F. Kiser. Walnut and Normandy are in corn and oats territory,



B. F. Kiser, Normandy, Ill., Mgr. Atherton Grain Co.

shipping only a few cars of wheat, soybeans, barley and grains other than corn and oats each year.

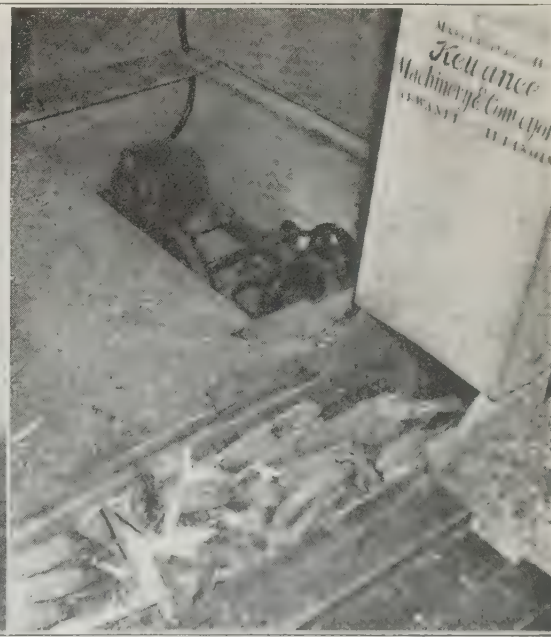
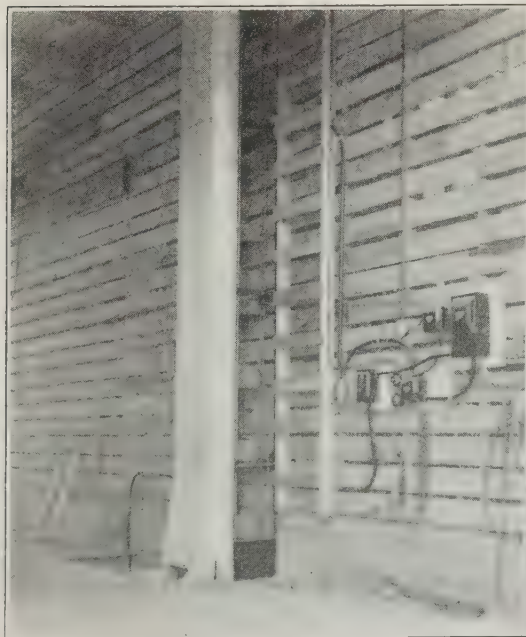
Liverpool volume of future trading was largest in 1934, with 656,400,000 bus. The normal daily turnover is 1,200,000 to 1,600,000 bus.

## New Orleans Embargoes Corn

An embargo applying to all grades of corn lower than No. 2 for export thru the public grain elevator was declared by the New Orleans Public Belt railroad on Jan. 28, due to accumulations, and the inability of the local driers to keep up with arrivals.

On the same day the Alabama, Tennessee & Northern railroad announced willingness to accept bulk corn for export thru Mobile, with the provision that it be billed in care of the Alabama state docks tippie.

Exporters attach no importance to the embargo, claiming that most corn bought for export will grade No. 2 yellow, or better.



1. Electrical Controls and Ear Corn Elevating Leg in New Crib of Atherton Grain Co. at Normandy, Ill. 2. The New Crib. 3. A Motor with Speed Reducer in Driveway Drives Drag and Leg.



## North Dakotans Discuss Storage and Better Barley

Despite several lean years in which they have seen their business decline to a low ebb, over 1100 hardy souls took advantage of the mild weather to attend the annual meeting of the North Dakota Farmers Grain Dealers Ass'n held in the City Auditorium, Fargo, Feb. 1, 2 and 3, and there discussed ways and means to bring their business back, when and if nature and the government permit the raising of at least a normal crop.

SEC'Y CHAS. CONAWAY, Jamestown, has been untiring in his efforts to keep alive the fighting spirit of the Flicker Tails, that his efforts have not been in vain is best shown by the fact that all sessions were attended by a capacity audience.

PRES. WALTER ALBRIGHT, Bonetrail, opened the first session and presented Rev. W. P. Gerberding who offered the invocation. The customary civic welcome was extended by Mayor Fred J. Olsen, and the response was made by Milton Kelly, Devils Lake.

In his annual address Pres. Albright outlined a very commendable program, saying in part:

### Pres. Albright's Address

Thanks to the loyal support of the members and to the untiring efforts of our able secretary we have come thru another year of drouth and depression stronger in every respect.

We should do everything in our power to stimulate interest in our local communities to improve the quality and yield of the choicest varieties of grains.

National legislation can not do for North Dakota all that North Dakota is capable of doing for itself. Federal farm legislation might even work to the disadvantage of this state without being so designed. Acreage reductions and marketing quotas would be unfair because there is never a surplus of our superior red spring wheat and durum.

Grasshoppers can be controlled if proper methods are employed. It is to be hoped that the necessary sum may be voted in the near future. The destruction of ravaging insects is more important than the construction by the W.P.A. of swimming pools and recreation parks.

Train Limit Bill.—The inevitable effect of the bill pending in Congress to limit freight trains to 70 cars would be to increase the cost of transportation.

Trucks are capable of performing a very important service, but there is need of state and national legislation to regulate trucks. They should be forced to adopt the same standards of responsibility that are applicable to the rail carriers and also to pay their just share of the general tax load and the cost of maintaining the highways which they use.

If the country elevators are to be compelled to continue to serve as a collection agency for landlords and other creditors, including the United States government I believe the elevators should be allowed a fee of at least 1% or 2% to compensate for the risk taken and the service rendered.

Black-Connery Wage Bill.—During the rush season it is necessary to work employes long hours in the grain business, which is compensated for by shorter hours during less busy times. We do not want a repetition of the situation with which we were confronted under the now defunct N.R.A.

While our Association has made an enviable record of service during the past twelve months, it has suffered the loss of four very capable and self-sacrificing directors. Our good friend, J. A. Buchanan of Buchanan, who had served as a member and a director for many years, died soon after the last annual meeting. Later in the year Victor Lagerstad of Hampden, younger in service but able and faithful, was called to his reward. They will be missed not only by the Association and their many friends but by the entire state. Fred Klein of Beulah, and Math Bayer of Regent, whose sound and helpful counsel was of inestimable value, resigned voluntarily as directors due to business changes. Fred and Math are not lost to the state or the Association, but like Mr. Buchanan and Mr. Lagerstad, will be sorely missed on the board of directors.

The surety offered by our fidelity bonds not only is most dependable that is obtainable anywhere, but the rates charged are as low or lower than for comparable protection through

any other channel. I urge all members to entrust the Association with their bond business, both for their own good and for the good of the organization.

We know grain has always been marketed at the lowest cost to the producer of any agricultural product. We know that the efficiency and economy of our marketing service is dependent upon the free functioning of our grain futures markets. We, as farmers, and we, as operators of elevators, should do everything in our power to prevent the adoption of legislation or the imposition of regulations which will retard trading and promote fictitious rather than natural factors in marketing. We should equip ourselves to defend this marketing system against deliberate attacks from political self-seekers or from ill-advised persons who may be sincere in their criticism but who do not understand the processes of marketing.

The past year's activities of the ass'n and its aims for the ensuing year were contained in Sec'y Conaway's annual report:

### Report of the Secretary-Treasurer

Everywhere the Secretary of this Association has visited during the year just closed, a generous feeling of co-operation has prevailed at all times.

We are very glad that our services are not confined to the narrow approach to a single issue but rather to the broad field of economic welfare. We are a service, trade organization with a capacity to serve in every instance. Confidence in our worth has been purchased with a few moments of preparation, new possibilities have been manifest to the officers of this Association and forward we go to give you better service, a better working agreement with the public and a clearer understanding of our purpose.

The affairs of our Ass'n are much more stable than a year ago. You have responded nobly to the efforts of your officers to maintain a balanced budget. A very few members have temporarily dropped their membership because of poor crop conditions, financial reverses or conditions beyond their control. We have succeeded in gaining more new members than have been dropped.

Each of you have a competitor who should be a member of the Ass'n. Our membership fee of \$20.00 per year is merely the premium on a form of business insurance against unfair competition. You can sell your competitor the idea of our service if you are as close to him as you should be for the welfare of your own company. He can help you to help us fight your battles in the field of commerce. A strong membership is the greatest force in every appearance the Association makes in your behalf.

Your Secretary has no criticism to offer from the experiences of the past year. He has been treated fairly and received every consideration from our members and those whose membership is in prospect. If he has merited your confidence, he should be content but we are not satisfied with the results obtained. There are in excess of six hundred companies eligible to become members. We have about thirty per cent of these companies as members. Your assistance in explaining our service can easily add many permanent members among your competitors.

Public Relations: The Secretary of this Ass'n should be ready at all times to meet with you. Nothing in the whole category of public relations can be as effective as personal contact with those we seek to serve. Personality, sometimes, may be used to create confidence and promote the common good. It has been a distinct pleasure during the past year to renew old acquaintances. Our duties in the field of grain merchandising cannot be confined to the elevator alone. We are interested in a stable market for the producer at a given point. Upon the welfare of the patron, depends the future of any warehouse in his community. Our owners and operators know this and everywhere I have appeared, it has been my instructions to attempt to create a friendly feeling or a community spirit. The welfare of this Association depends on the success of the Secretary's and Assistant Secretary's effort to please and command respect.

Board of Directors: To become a member of the Board of Directors of the Farmers Grain Dealers Ass'n of North Dakota is an honor indeed. Too many aspirants to this position feel too much a sense of importance and not enough sense of duty and responsibility. You, as a member of this Board, are the contact man between this Association and its membership. Your Secretary and office force are charged with a definite responsibility in the prosecution of association affairs. No man of the twelve

elected Directors should be satisfied until he has obtained, or assisted the Secretary to obtain, the membership of every eligible company in his district.

Every grain dealer or warehouseman in the state would not think of dispensing with property insurance and yet for the sum of \$20.00 membership fee, one may obtain a "business insurance" that may mean more on a single deal than the combined premiums of all the insurance he carries. We need the combined force of your membership even more than we need the revenue derived therefrom.

Membership: Our paid up membership roll totaled 174 or we had 4 more paid up members on Dec. 31, 1937, than we had at the same date in 1936. We carry on our lists as members in good standing about 225, although the by-laws permit only the paid up members to vote at our Convention. Many elevators are closed in the western part of the state and, of course, cannot pay dues until they open again. We have added a few new members to our list and hope to bring many others into the Association. We wish to thank each and everyone of you for the membership support you have given us and also those individuals of the traveling public who have so loyally stood by us.

Our bonding department is in a very good financial condition. Our fidelity bond department listed 119 as individual patrons in 1936 compared with a list this year of 156, an increase of 37 over last year's results.

Financial Condition: We are not especially proud of the showing made because of the thousands of things that might have been done to help you in your business, but we are decidedly not in the red any more.

On Dec. 31, 1937, we had \$1,864.01 cash in the bank and had bills payable of \$22.03. I believe our report showed between six and seven hundred dollars in the bank on the same date last year, leaving us with a marked improvement.

Recommendations: In closing we recommend tolerance in all our business transactions. We wish to thank you for a splendid year of business relationship. We have learned much in our dealings with you that will be used to combat forces that would destroy your prospects. We would ask you to bring direct to our attention the illegitimate competition that costs you money and friends. We say again that we stand to protect your interests and your support will give us strength to forge ahead.

THE COMMITTEES appointed by the President were: Resolutions: Albert Warner, Hampton; P. J. Whelan, Crystal; Gus Geisler, Jamestown; Carl Lee, Jamestown; Walter McGee, Lisbon. Credentials: Geo. Bang, Garske; Wm. Hanlon, Carrington; Walter Sibley, Marion. By-Laws: R. O. Everson, Washburn; John Jones, Garske; Albert Kuball, McCanna.

### The New South—Income Taxes—Shipping

B. E. GROOM, Greater N. D. Ass'n, Fargo, issued a warning to North Dakotans to be watchful of their agricultural and industrial interests lest the awakening South would take from them not only their business, but one of their largest markets. In stressing these points Mr. Groom said: The New South is offering a two-fold threat to northern farmers. They are going into dairying, poultry and other farming activities, thus taking away one of the north's markets, for they formerly bought this produce up here. They are also pulling many industries to the south by offering every inducement in the way of favorable laws and regulations and cheaper labor, thus cutting down eastern industrial purchasing power and taking away more markets for the products of northern farms. This is in marked contrast to the position taken, too frequently, by North Dakota politicians with respect to industries. We have known of industries that have wanted to locate here, but have not done so because of laws which hamstringing them to the point that they cannot operate. In North Dakota we have done about everything we could to handicapped railroads, while in the south every encouragement is given to the development of greater transportation systems.

A. F. NELSON, sec'y Farmers Grain Dealers Ass'n of Minnesota, explained in detail the income tax problem as it affects farmers co-operative elevators.

JOHN HAYDEN, Ass'n of American Railroads, gave a brief summary of the work being done by the N. W. Shippers Advisory Board in aiding shippers to get their products to market with a minimum of delay.



**Stored Grain—Barley**

BEN C. LARKIN, Railroad Commissioner, opened the Wednesday morning session with an address on the ever important subject of Shipping Out Stored Grain and the Reasons for Prohibiting the Practice. Mr. Larkin read the state law regulating the handling of stored grain, explaining each important section in detail. Mr. Larkin stated he was trustee for 92 elevators in difficulties, and in all but three instances was able to safeguard the interests of storage ticket holders 100%. He placed much of the blame for failure of elevator companies on the shoulders of the directors and managers, whom he claimed are sometimes indifferent to their responsibilities. He also gave as frequent causes of failures, loose financing, incompetence and insufficient storage facilities. Following Mr. Larkin's address he was bombarded with questions pertaining to individual cases, and as he stated, he was "very much on the spot."

H. R. SUMNER, Minneapolis, in his talk on barley Grades and Sales gave a very comprehensive explanation of the malting process and bisected the barley kernel explaining its parts, leading up to his warning that if North Dakota growers wanted maltsters to buy their barley it would be necessary for them to improve their crop. He stated the seven factors governing when maltsters are buying: Plumpness of kernel; mellowness of grain; uniformity (maturity, even germination, variety); freedom from disease, from damage; from mixture; variety. Mr. Sumner added: Barley is a highly competitive crop and the farmers of North Dakota must do everything possible to raise barley acceptable to the maltsters. Right now Missouri and Kansas are working on the development of a strain of barley which can be used for malting. Manchuria, Velvet and Wisconsin 38 are the varieties best suited to North Dakota.

**Railroads—Durum Wheat**

Edw. F. Flynn, G. N. Ry., St. Paul, pleaded the cause of the railroads citing figures bearing out his claim that despite prevailing impressions the railroads were not making a great deal of money, they actually earned in 1936 on their aggregate property investment 2.59%, and in 1937 only 2.31%. He stated private automobiles in the past 18 years had taken two-thirds of the passenger business from the railroads. In spite of this, fares have been reduced 40% in the past 16 years. Mr. Flynn said if railroads were subsidized to the same extent as competing forms of transportation, freight rates and fares would be considerably lower and railway service improved.

H. L. WALSTER, Dean N. D. Agri. College, said there is a field for development of a

greater durum wheat industry in North Dakota through use of proven types of seed and improved cultural methods. He called attention to the fact the land had been too long in wheat, and that too many other forms of plant life and insects were despoiling the soil.

**Grasshoppers—Crop Improvement**

T. G. BUTCHER, N. D. Agri. College, in his plea for co-operation in the battle against grasshoppers said the properly mixed poison bait properly applied will kill, and that the job must be done at the right time. It is Mr. Butcher's contention the danger from infestation from idle fields is not as acute as some farmers believe. He stated the probable outbreak for 1938 as based on egg surveys, is one of the most serious ever to menace the Northwest.

R. P. WOODWORTH, pres. N. W. Crop Improvement Ass'n, sounded a warning to northwestern farmers saying: The increasing scarcity of good quality milling grain from the Northwest has brought grain dealers, farmers and millers face to face with a grave problem, one that can be solved only by mutual co-operation of all interested. If spring wheat mills, through lack of adequate supplies of high quality wheat are obliged to move farther away from us into sections where supplies and freight rates favor them, we certainly will be placed at a great disadvantage so far as returns to our growers are concerned.

For many years, flour made from hard spring wheat grown in the northwest commanded substantial premiums in the markets of the world. During the past decade we have seen its prestige gradually undermined due to rapid changes in milling technique; development of hard winter acreage and production; poor yield and quality in the northwest for several years largely due to drought, plant disease and insect pests. Wheat is no longer just wheat in the milling trade, but the miller, each with his own brand and a reputation for maintaining a uniform product of high quality, has many things to consider in estimating wheat values, high test weight, good color and gluten of quality being prime factors.

Taking the country as a whole we can no longer think of wheat production as merely that of spring and winter varieties. There are more than 10 different types as applied in milling use. We have learned to our sorrow that the forces of nature operate against high production and it requires constant striving on the part of farmers to overcome these adverse forces.

Financial discouragement and consequent neglect of proper tillage and efforts toward weed and disease control are bound to result

from such conditions as we have experienced in the last 8 to 10 years. However, given some improvement in weather and moisture, I believe we can more successfully bring to the attention of the farmers in this area the increased necessity of quality production. I believe the principle of our interdependence one upon the other is likely to receive more emphasis in the next 25 years than it has in the past. While we cannot do nature's part we certainly can do ours.

**The Final Session**

PRES. ALBRIGHT opened this session, and suggested the usual duties of the committee on credentials be dispensed with. The motion was made and adopted.

SEC'Y CONWAY took the chair and read the result of the poll taken to determine the wishes of the membership as to time of year to hold the annual meeting. While the majority was small, the poll resulted in favor of continuing the holding the annual meeting starting the first Tuesday in February.

The voluminous report of the Resolutions Committee as adopted requested North Dakota Congressmen to oppose the Black-Connery Wage and Hour Bill and help secure the enactment of the Pettingill bill; favored the repeal of the tax on undistributed profits; urged the enactment of a law providing for fees on collections made by elevators for mortgagees; demanded the early provision by the Federal Government of sufficient poisoned bait to check the threatened destruction of 1938 crops by grasshoppers and Mormon crickets; earnestly urged North Dakota representatives in Congress to oppose with all the energy at their command any policy curtailing the acreage or marketing of wheat which is not based definitely upon the principle that only those types of wheat produced in excess of domestic demand, plus a reasonable carry-over be subject to restrictions; declared emphatic opposition to the enactment of the Full Crew Bill, the Train Limit Bill, the Hours of Service Bill and the Six Hour Day Bill on the ground that they will result in increased railroad transportation costs and higher freight rates.

The revised By-Laws were read by Secretary Conway and adopted.

Directors newly elected: Martin Moe, Dickinson, Director at Large to fill the unexpired term of Fred Klein, resigned; R. F. Gunkelman, Fargo, Director at Large; John Noon, Wilton, Second District; Gus Geissler, Medina, Director at Large to fill the unexpired term of J. A. Buchanan, deceased; F. A. Mund, Milnor, First District to fill the unexpired term



Another View of Corn Stored in Slat Cribs at Casselton, N. D.  
[See illustrated story on page 552 of Journals for Dec. 22, 1937.]

From Our Paper



of Victor Lagerstad, deceased; R. O. Everson, Washburn, Third District; John Jones, Garske, First District; George Oech, Beach, Third District.

Hold over directors: C. M. Guss, Wolford; Paul Anderson, Grafton; Walter Albright, Bonetrail; Jacob Eckart, Jr., Martin.

At the directors meeting following, Walter Albright was re-elected pres.; John Jones, Garske, vice-pres. and Chas. Conaway, re-elected sec'y-treas.

### Entertainment

Tuesday night the visitors were entertained at a stag party in the Chamber of Commerce Club Rooms. Refreshments were served, followed by music and singing and dancing acts.

The annual banquet was held Wednesday night in the Auditorium attended by over 900. An excellent meal was served by the Ladies Aid, which was followed by a complete vaudeville show.

The Annual Grainmen's Dance was held Thursday night.

### Convention Notes

Devils Lake was selected for the 1939 convention.

The ladies were in greater evidence than for many years.

The Howe Scale Co. was represented by John Van Nice.

The Hogenson Construction Co. was ably represented by John Hogenson and Joe Alten-dorf.

G. H. Evans represented the Mill Mutuals and E. E. Everson the Tri-State Mutual Fire Insurance Co.

The headquarters of the association will be moved to Fargo. Sec'y Conaway will move his family and office March 1.

Tom Ibberson and Clarence Kiffe represented T. E. Ibberson Co. Tom passed out the Morning Call which was much sought after.

J. H. Fisch Co., represented by J. H. Fisch and W. M. Fankhanel, displayed photos of some of the company's moving and building jobs.

Many of the Minneapolis grain commission firms, supply trade companies and coal companies kept open house for the entertainment of visitors.

A newcomer to North Dakota conventions was Fred Camper, who for many years was in regular attendance at the Indiana, Ohio and Illinois conventions.

Ruben Bolmeir, Erie, entertained the Thursday audience with several of the better known

German songs. His excellent voice earned him several encores.

Through the courtesy of the many coal companies represented, free lunch and the necessary liquid to wash it down, was available at all times between convention sessions.

The Grainmen's Band, which has long been a pleasing feature of these meetings, opened each session with several selections. Louis Waag, Petersburg, was the able leader.

### The Exhibits

Lindsay Bros. displayed binder twine and chain belts.

Each of the Fargo seed firms was represented by attractive displays, and the attendants were ever ready to assist the visitors.

The Gustafson Seed Machinery Co. exhibited two models of its seed treating machines. Ben and Chester Gustafson were in charge.

The Seed Trade Reporting Bureau booth was in charge of C. S. Phillips who gave desired information on all types of seed and grain testing equipment.

C. C. Gray, Vic Olsen and Bernard Overland were in charge of the Superior Separator Co. exhibit which included a clover huller, cylinder separator and a cross section of an aspirator.

R. R. Howell & Co. exhibited a HS head drive, Calumet buckets, worm drive head on leg with Winters floating boot. L. B. Feldman, Fred Douglass and Jack Johnson represented the company.

Vic Reid, Ed Schatz, J. A. McNamee and Ed Miller welcomed the visitors to the Hart-Carter Co. booth where a disc cylinder separator, Carter disc clover machine and an Emerson kicker were on display.

Fairbanks-Morse & Co. was represented by Al Larson, Chas. Dunahey, P. H. Strong, Joe Heinan and Arthur Gordon. The display consisted of a 20 ton open side dump scale, industrial elevator, engine, recording printomatic dial scale, totally enclosed motor.

One of the most interesting exhibits was that of Strong-Scott Mfg. Co., which displayed an exact replica of a combination elevator and feed mill built at Essig, Minn. It is built on a scale 1/2 in. to 1 in., and contains all equipment. Lucien Strong, Emil Frederickson and Sig Fangen represented the company.

Omaha, Neb.—The Omaha Board of Trade Clearing Corp. announced Jan. 27, a reduction in the margin requirements from members of 1c per bu., down to 3c on corn futures. This 25 per cent reduction in margin requirements on corn makes them the lowest in 5 years.

### From Abroad

Brazil's new dictator, Pres. Vargas, has decreed the organization of a department to set prices to be paid by millers for wheat, fix charges for milling and set wheat production quotas.

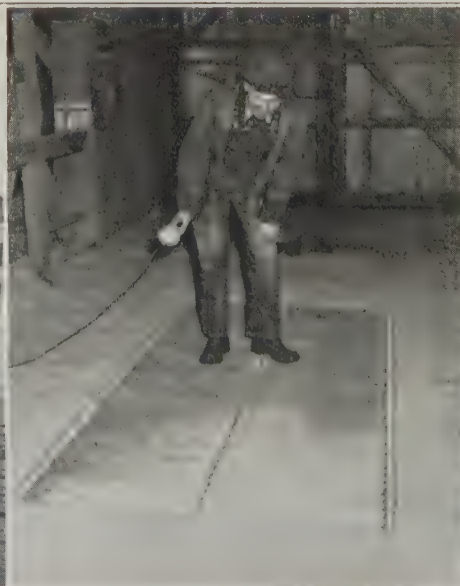
The Argentine government has taken over the elevator sites reserved for three private grain firms who have failed to exercise the privilege of building elevators, and will use the site for construction of 5,500,000-bus. elevator at Buenos Aires.

Rome, Italy.—A crowded gathering at the Teatro Argentina on Jan. 10, saw Signor Mussolini distribute prizes to winners of agricultural competitions for wheat and maize production. The excellent harvest of 1937, the Signor said, had cancelled wheat from the list of Italian imports.

Trieste, Italy.—New grain silos on the Duca d'Aosta quay have storage capacity for 50,000 tons. Charges were planned to be scheduled to compete with Rumanian, Polish and German ports for the Central European transit trade. About 60,000 tons of grain were unloaded at Trieste in the first nine months of 1937.

Rome, Italy.—A scheme for employment of Italian agricultural workers in Germany is reported under way, the agreement between the two governments providing for dispatch of 25,000 laborers during the current year, the first of whom are expected to leave in March. Both men and women workers are to wear uniforms and be organized in gangs of 10 to 25, under a foreman, each gang to have an interpreter and a cook. These workers will be given current rates of pay in Germany, plus free food and lodgings, and will be protected by Italian social insurance laws during their stay in Germany.

The first official estimate of the 1937-38 corn area in Argentina, just issued by the Argentine Government, places total plantings at 14,702,000 acres, according to a cable to the Bureau of Agricultural Economics. This estimate indicates a decline of about 8 per cent from the 15,973,000 acres planted last season and compares with an average planting of 16,265,000 acres for the 5 years ending with the 1935-36 crop. Plantings were reduced this season chiefly because of unfavorable weather conditions. In some regions a considerable part of the intended acreage was left unplanted. Because of the drouth in November and December, the general condition of the crop is said to be only fair.



1. The Modern Steel Grate over the Receiving Pit in Elevator of Rock River Lumber & Grain Co., Yorktown, Ill. 2. Elevator Man Iven Larsen, Peeking Down into Grate Covered Receiving Pit of Roy Wakefield Elevator, Waterman, Ill. 3. The Rear Half of the Scale Deck in Elevator Driveway of Sterling-Rock Falls Mktg. Ass'n, Sterling, Ill. (See facing page.)



# The Improvement of Grain Receiving Pits

Along with other parts of country grain elevators the grain receiving pits have come a long way from the little hoppers feeding grain to leg boots that satisfied the pioneers. In few places are found the sack receiving hoppers of the early installations except in a few sections of Michigan and the East, where grain is grown in small fields, and delivered to the elevator in sacks. In most plants the sack receiving hopper has been improved with a lid or trap door, and closely spaced steel bars or a very coarse screen installed to keep out tramp metal.

Where grain is raised in excess of local needs, farmers as well as elevator operators have taken to bulk handling methods, and elevator receiving pits have grown and grown in size until modern pits will hold from 300 to 500 bus. of grain without a struggle, and modern elevating legs will clear a 500 bu. pit in a few minutes. This elevating capacity keeps the pit clear as fast as grain can be dumped from the huge trucks that now haul grain from combines and shellers to the elevator.

Speed is essential to the efficient operation of the modern country grain elevator. Early bulk handling elevators receiving from wagons had no standards of speed to follow. In the early days all grain was scooped from wagons, then came dumping logs that tipped a wagon at an angle sufficient to induce the free flow of dry grain.

The dumping logs, two heavy beams supporting the wheels at each side of a wagon, were pivoted near the middle, so that the wagon box could be tipped backward until stopped by the back axle hitting the driveway floor, went out of style when trucks came into general use. Trucks are not so evenly balanced as were wagons, and their wheels and undercarriage are too low to permit the box to tip at a sufficient angle for the discharge of grain. With the trucks came the development of the mechanical lifts in elevator driveways for raising the front end of a truck so as to tip the box to a discharging angle.

The enlargement of elevator receiving pits naturally followed. Small trap doors over the pits were replaced with wide doors. These heavy doors are counterbalanced and fitted with levers to reduce the labor of opening and closing. Then came the boon of the modern elevator in small grain producing sections, the modern steel grate, which covers nearly half of the driveway floor in many elevator driveways. Its leaves are set at an angle so that the floor looks solid to the few horses still hauling grain.

A few of the old type receiving hoppers into which sacksful of grain were emptied still ex-

ist, tho the last few years has witnessed the modernization of many of these elevators by the installation of overhead truck lifts and driveway grates. An improved type of the old sack receiving hopper is on the loading dock of the Peck (Michigan) Elevator Co.'s feed mill unit, and is illustrated herewith. This is a double receiving chute above the company's grinder and corn sheller, and has two lids. The lower opening, used for small and mixed grains, leads direct to the hammer mill. When the lower lid is closed, an upper lid discloses the opening for ear corn that spouts to the corn sheller.

An example of the old type of driveway pit opening is the 4 ft. x 28 inch opening over the grinder pit in the driveway of the Elmira Elevator Co., at Elmira, O. Quite satisfactory for receiving grain when wagons were in vogue, this size opening proved too small for modern trucks. Grain spilled from the truck bed in such piles around the edges of the small pit opening that moving the spilled grain into the receiving pit proved a real shoveling job.

In the Elmira elevator Manager Calvin Amstutz has relegated this small pit to the minor duty of serving as a garner bin for grinding. Drags from this small pit serve the company's hammer mill. Most farmers wait for their grinding, so speed is not a requisite in this dumping operation.

Over the regular grain receiving pits in the Elmira elevator's driveway are two trap doors, properly spaced on the 24 ft. deck of a Howe truck scale to accommodate variations in truck lengths. Tho these pit openings are only 26 inches across, they spread the full 8 ft. across the scale deck, a width sufficient to take the full stream of grain pouring from a truck box with comparatively little spill at the edges.

While some of the wide receiving pit trap doors are still lifted by hand, they are usually so heavy that their operators exercise ingenuity in providing means to counter-balance their weight. Sometimes this takes the form of a weighted balancing lever fastened to the under side of the door; sometimes it is a rope and sheave arrangement attached to the side of the elevator driveway, the free end of the rope tied to an arm extending from the opening end of the door to the driveway wall.

Early types of driveway grates were simple, steel-framed and slatted affairs that set in the driveway floor over the pit. The steel slats set in the frame at an angle of approximately 45 degrees, their flat sides facing the driveway approach so that the grate would appear solid to a horse being driven over it. These grates were slightly narrower than the tread width of a wagon or truck and took up six to eight feet of the space over the receiving pit. Such a

grate appears in the driveway of Roy Wakefield's elevator at Waterman, Ill.

W. E. Kitzmiller, manager of the Sterling-Rock Falls Cooperative Marketing Ass'n, Sterling, Ill., had his own idea of what constituted a good grate when early steel grates first became available. The Kitzmiller grate is made of 2x3 inch, 8 ft. lengths of sawed oak, set on edge and suitably spaced across the scale stringers, to constitute the back 10 ft. of the scale deck. These oak pieces are hog-backed at their exposed top edge to allow the free flow of small grains and shelled corn thru the spaces left between them.

Later steel grates have considered the width of truck boxes, the newer trucks carrying boxes nearly 8 ft. wide.

The modern Kewanee grate in the 10,000 bu. elevator of the Rock River Lumber & Grain Co. at Yorktown, Ill., is 12 ft. long, the forward 8 ft. being 4 ft. wide, the back 4 ft. being 7 ft. wide. The wide part of the grate is located at a practical distance from the truck lift, to receive the full flow of grain from a large truck, while the narrower part approaches more closely to the truck lift to catch the stream from the smaller, shorter trucks.

Grates of this size adequately meet the needs of elevators in the Corn Belt. But in the wheat districts, where combines at harvest time rush wheat to market in large loads that strain every facility of the elevators, even such grates are unable to cope with the receiving job. Trucks are not only large, but a little careless about driving over the middle of the grate. So many western elevators have grates that take up nearly the whole back third of the driveway to avoid any need for sweeping, the grate bars set squarely on edge, and are supported so as to sustain the weight of heavy trucks.

## The Inquisition at Cutthroat Corners

New Grain Buyer: To what do you attribute your long success in buying grain here?

Old Timer (suspiciously): To the fact that I was born so many, many years ago.

## In Your Broker's Office

New Clerk: Here's a customer who asks us to give him "the name and address of someone who will raise his cupola." Now what is a cupola?

Stenographer: A cupola is a little boy dressed in a sash carrying a bow and arrow. I have his picture on a valentine.

Chicago, Ill.—The corn arriving at representative markets as reported by the Bureau of Agricultural Economics from Dec. 1 to Dec. 31 was graded 4 per cent No. 1, 17 per cent No. 2, 35 per cent No. 3, 32 per cent No. 4, 11 per cent No. 5 and 1 per cent sample grade.



1. Grain receiving chute on loading dock above grinder at Peck (Mich.) Elevator. 2. Manager Calvin Amstutz opening modern receiving pit door in Elmira (O.) Elevator. 3. Old type trap door above receiving pit in Elmira (O.) Elevator. (See facing page.)



## Iowa Managers Charge Tariff with Lost Trade

All officers were re-elected at the closing session of the three-day annual convention of the Farmers Grain Dealers Ass'n of Iowa, held at Des Moines, Jan. 25, 26 and 27, in joint session with the Farmers Elevator Service Co., and the Iowa Co-operative Grain Co. They are: Oscar Heline, Marcus, pres.; F. W. Nelson, Nevada, vice-pres., and D. E. Edison, Fort Dodge, sec'y.

Resolutions adopted blistered high tariffs and demanded a reversal of national trade policies thru reciprocal trade treaties. The loss of this country's foreign markets for agricultural products was laid at the door of a "tariff-mad and quota-crazy world," which was charged also with causing the policy of economy of scarcity which has thrown agriculture and business out of adjustment and made necessary a "subsidized agriculture" based on rigid production control.

The ass'n favored farm legislation designed to bring parity prices thru the ever-normal granary, commodity loans, marketing quotas and soil conservation.

Vigorously opposed was any prospective increase in railroad freight rates, this resolution advising the railroads to liquidate fictitious values and reduce overhead operating expense.

SEC'Y DON EDISON'S annual report declared that the farmers cooperative elevators are in a strong financial position and most of them had succeeded in showing a profit in 1937. His report disclosed that the ass'n had been active in urging a government fostered corn sealing program for 1937.

Pres. Heline's annual address urged the membership to be aggressive in its demands for farm legislation, development of foreign trade, and reasonable freight rates.

GRAIN MARKETING thru the Iowa Co-operative Grain Co., regional of the dissolved Farmers National Grain Corp., will continue without interruption, declared M. K. Frey, Eagle Grove, its pres. A joint com'lite from this body and from the ass'n was named at the closing session to meet in Fort Dodge early in February and plan the course of the Iowa Cooperative Grain Co.

A FEATURE of the convention was the grain grading school at the opening session, conducted by Willis B. Combs, senior marketing specialist for the U. S. Department of Agriculture, Chicago. "It costs no more to raise good barley than it costs to raise poor barley," he declared.

Aiding Mr. Combs in the lectures, the practical demonstrations of grain grading, and the instructing of elevator managers in picking samples and grading barley and corn, were Chief Inspectors Harry R. Clark, Omaha Grain Exchange; Paul Larson, Sioux City Grain Exchange, and A. V. Tischer, Des Moines. S. J. Oberhauser, agricultural department of the Chicago Milwaukee & St. Paul railroad, and Howard Kurtz, and John Davis, federal grain supervisors from Cedar Rapids, also served as instructors.

C. V. GREGORY, Des Moines, featured speaker at the Tuesday evening session, advised farmers elevators to do a good job of merchandising, citing examples with which he was familiar.

HOMER HUSH, Iowa's assistant sec'y of agriculture, in a banquet address, declared: "This country has the highest per man production in the world. But the problem of distribution and marketing is still vexing."

Other speakers during the course of the convention were Lachlan Macleay, St. Louis, Mo., on "Water Navigation and Resources;" Dr. Roy M. Green, Washington, D. C., on "Crop Insurance and the Ever Normal Granary;" Harold Hedges, agricultural economist, Washington, D. C., on "Keeping Up To Date with Elevator Operations."

## Portable Shellers Cutting In

By TRAVELER

SOME Indiana elevators that have long kept their corn shellers busy during the corn marketing season are reported to be receiving increasing quantities of shelled corn, and a reduced volume of ear corn.

Competent observers remark that this noticeable shift in corn marketing habits on the part of farmers is due to the tendency of the elevators to handle corn on narrow margins, depending upon the less visible "overage" in shelling for their profits. The fact that the "overage" is not obviously visible, say these observers, lead truckers and shelling rings to believe it amounts to more than it actually does, and is encouraging many to jump into the business of buying corn out of the cribs. The result is loss of shelling business for the elevators, which includes the normal shelling charges.

Probably the real cause for the shift in corn marketing practices at the points involved lies in the sales ability of dealers in farm and portable shellers. These fellows naturally hunt for good and logical reasons that will encourage a prospective buyer to spend his money. Nonetheless the effect on the local elevator is the same, regardless of the actual cause.

A number of remedies will occur to the elevator operators who are up on their toes and sensitive to the shifts in the demands of their trade. One is to take a longer margin (certainly justified by the expense of handling) on purchases of shelled corn. Another is to buy and operate a portable sheller, thus fighting fire with fire. A third is to buy corn at the cribs, and arrange for hauling. A fourth is simply to sit tight and wait for the economics in the local situation to adjust themselves, taking the loss of shelling business on the chin and hoping that the shift in marketing practices will not prove profitable to the farmers, thus encouraging them to return to former practices.

Certainly the local elevator, if it is to maintain a profitable volume, must find some means for either killing or meeting its competition, regardless of the form of competition. Problems of this sort can be efficiently solved at relatively little expense where grain dealers have learned to trust each other, work together, and apply a uniform remedy.

A stationary plant can always be depended upon to shell corn more efficiently and with less waste than a portable.

Guymon, Okla.—Army engineers are working on a dam project on the Cimarron river and deep water wells are being dug by private individuals. For the first time, farmers are beginning to agree that deep wells are the answer to the water shortage and they believe that good wheat crops can be raised in this area.—L. H.

State College, Pa.—The Pennsylvania Millers & Feed Dealers Ass'n, the Philadelphia Commercial Exchange, the Lancaster Millers Ass'n, the Pennsylvania extension service, and the federal grain supervision at Philadelphia, will conduct a grain grading school at the Pennsylvania state college on Apr. 13-14.

Grain elevators of the future will be located at some advantageous point along a highway where trucks can drive in and load and drive out again in a hurry according to the recently expressed view of R. W. Nosky, director of the Nebraska Grain Dealers Ass'n. This change will be brought about by increased freight rates, now proposed. New elevators are demanding wider driveways, larger dumping pits and other equipment to handle the truck business, builders point out. The freight rate increase will also throw all of the short haul business to the trucks, they predict, as the new rates will be almost prohibitive.

"The man who can make two ears of corn, or two blades of grass, grow where only one grew before, would deserve better of mankind and render more essential service to his country than all the politicians put together." —Jonathan Swift, Dean of St. Patrick's, Dublin.

Ottawa, Ont.—Operations of the Canadian Co-operative Wheat Producers, Ltd., in the early part of 1935 conflicted in no way with the interests of the Saskatchewan government for which the co-operative was buying grain for the relief of needy farmers, testified John I. McFarland, former head of the co-operative, before the Royal Grain Commission last month. The Dominion government had guaranteed to protect the co-operative against loss, and the loss finally totaled \$163,000.

The Federal Trade Commission has ordered the Great Atlantic & Pacific Tea Co., which owns and operates more than 14,800 retail grocery stores in 35 states and the District of Columbia, to cease and desist from accepting, on purchases of commodities, all allowances and discounts in lieu of brokerage in whatever form granted or paid to it by the sellers of such commodities. The practices prohibited by the order were found by the Commission to be in violation of the brokerage section of the Robinson-Patman Anti-Price Discrimination Act.

We would be glad to subscribe to a reward to pay the government, if they would let us alone, and I feel that the majority of the stockmen in the west are of the same opinion. There is nothing in the history of the development of the west that would indicate that cattlemen of the west need the support of a paternal government. I make that statement with no discredit nor lack of recognition of the assistance that was given during the drouth relief program by this administration.—From a recent address by W. B. Wright, pres. of the Nevada Cattle Ass'n.

## Grain Contracts with Farmers

Form 10 D. C. is recognized as the best for contracting grain and seed from farmers, and is in extensive use by grain dealers. Do not take chances with verbal contracts. They lead to misunderstandings, differences and disputes, as well as loss of profits and customers. Contract certifies that farmer:

"has sold.....bushels of.....at.....cents per bushel, to grade No....., to be delivered at.....on or before....." It also certifies that, "if inferior grain is delivered, the market difference at which such grain is selling on day of delivery shall be deducted. Any extension of time at buyer's option."

Originals are printed on bond paper, machine perforated so they may be easily removed; duplicates are of manila. All have spaces ruled on the back for recording each load delivered on the contract. Check bound, size 5½x8½ inches, 100 sets numbered in duplicate and supplied with 4 sheets of carbon paper. Order Form 10 DC Improved. Price \$1.10, f. o. b. Chicago. Wt. 1 lb.

Triplicating book is same as 10 DC and contains 100 additional copies of the contract printed on strong tissue and 4 sheets of dual faced carbon. Order Form 10 TC. Price \$1.35, f. o. b. Chicago. Weight, 21 ozs.

## Grain & Feed Journals

Consolidated

332 So. La Salle St. Chicago, Ill.



# Grain and Feed Trade News

Reports of new elevators, feed mills, improvements; changes in firms; fires, casualties, accidents and deaths are solicited.

## CALIFORNIA

San Jose, Cal.—Mail addressed to Paul Rieder has been returned by the post office marked "unclaimed."

Sacramento, Cal.—California Hay, Grain & Feed Dealers' Ass'n has proposed April 21-April 23 as the dates for its annual convention. San Diego, Los Angeles and Hollywood have made strong bids for the meeting, but Pres. Laine and the directors have not decided upon the location.

San Francisco, Cal.—At a meeting held Jan. 26, the San Francisco Grain Exchange became a duly constituted organization, and elected the following officers to serve until May, the close of the fiscal year: F. A. Somers, pres.; A. H. Hankerson, vice-pres.; C. E. Patterson, L. R. Hunt and H. W. Seaman making up the remainder of the board of five members which will govern the exchange.

## CANADA

Winnipeg, Man.—Changes in the Farmers' Creditors Arrangement act are urged in a resolution passed by the Manitoba associated Board of Trade in annual convention here Jan. 21. The resolution passed asked "a definite date be fixed within which all applications be made" and "provision be made for a review of all cases within a fixed period from the date of the award, having regard to earning power and acquired assets."

Fort William, Ont.—E. Sherlock was elected pres. of the Brotherhood of Grain Elevator Employees at a recent meeting. Other officers of the lakehead brotherhood are vice-pres., John Fraser; sec'y, F. Macleod; chairman protective com'te, R. Smith; recording sec'y, E. Nicholson; chaplain, R. Bowler. Regular meetings will be held the first Monday of each month. Meetings in connection with the forthcoming negotiations regarding an agreement with elevator operators, will commence Feb. 9.

Ottawa, Ont.—The Canadian Wheat Board and the Royal Commission on Wheat Marketing are subjects of questions of which E. E. Perley (Cons., Qu-Appelle) has given notice in the House of Commons Feb. 4. Mr. Perley asks details of all operations from Aug. 1, 1936, to date, and for a copy of all letters, telegrams and other documents passing between the government and James R. Murray, former chairman of the board, between Nov. 1, 1935, and Dec. 31, 1935, with respect to Mr. Murray's appointment. Mr. Perley will also ask for copies of all correspondence between April 1 and July 31, 1937, exchanged by Mr. Justice W. F. A. Turgeon, chairman of the royal commission, and the minister of trade and commerce or his deputy, and between Col. J. L. Ralston, commission counsel, and the minister or his deputy. Three provinces requests for wheat board information are already on the order paper.

## COLORADO

Julesburg, Col.—B. H. Achenbach Grain Co. has succeeded Wilson Achenbach Grain Co.

## ILLINOIS

Norris City, Ill.—The Norris City Milling Co. suffered severe damage by a tornadoic wind Jan. 21. H. H. H.

Adair, Ill.—G. R. Woods is the new manager of the Farmers Elevator & Produce Co., succeeding W. M. Hinman, who resigned recently.

Putnam, Ill.—Guy T. French has been employed to succeed Jerry Potter as manager of the Putnam Grain Co. Mr. Potter resigned recently to accept a position as manager of the Pfister Hi-Bred Seed Corn Co. branch plant at Pontiac, and will move there with his family.

Tampico, Ill.—The Tampico Farmers Elevator Co. entertained about 70 live stock feeders from this community at Legion hall for six o'clock dinner recently.

Millstadt, Ill.—Irwin Lippert, who has had charge of the Millstadt Milling Co.'s feed mill, has been made assistant miller and Fred Harsche is assistant manager at the feed mill.

Hooppole, Ill.—Thieves entered the Hooppole Lumber & Grain office the night of Jan. 18, taking \$91.24 and many valuable papers. Entrance was gained by prying open the office door.

Putnam, Ill.—W. S. Bud Chesney, who was manager of the Terminal Elevator Co. property until the elevator was sold to the Putnam Grain Co. recently, accepted a position with Turner Mills organization at Bradford.

Mason City, Ill.—A metal corn crib is being built at the rear of the Mason City Milling Co. The crib will have a capacity of 600 bus. of ear corn for use in the grinding and mixing operations at the mill.

Chatsworth, Ill.—R. B. Stoddard has added a seed and feed warehouse west of his office. The building is 48x24x9 ft. one story frame, metal clad, with metal roof. An electric powered seed cleaner has been installed.—G. H. R.

Doran, Ill.—F. M. Lowe elevator has been electrified and the old steam boiler and engine has been junked. A 25 h. p. G. E. motor in the basement of the elevator now operates this plant. The elevator has recently been painted.—G. H. R.

Tuscola, Ill.—The Collins Grain Co. has just completed extensive repairs to its B & O elevator. A new corn-sheller has been added and the entire corn-handling unit re-vamped, and individual motors used for each phase of the processing.—G. H. R.

Springfield, Ill.—Railroad unions advocated before a state legislative commission that additional taxes and strict regulations be imposed upon trucks. They contended that this would boost the cost of highway transportation and switch shipping business to the rails.

Milla (R. F. D. No. 3, Streator), Ill.—The Milla Farmers' Elevator has just completed extensive repairs to its elevator. Building has been completely iron covered, new metal roof, new driveway floor has been laid, with truck-lifts and grates. Electric power is planned for the very near future.—G. H. R.

Weldon, Ill.—At the annual meeting of the Weldon Grain Co. a proposition was made by the manager, E. O. Martin, to buy the business from the stockholders. The matter was referred to the board of directors who will learn just what legal steps should be taken if the majority of the stockholders favor disposing of their stock.

Springfield, Ill.—Martin P. Durkin, State Director of Labor, notwithstanding a 60-day extension was granted many employers for payments, has announced that \$40,000,000 has already been received for pensions to aliens and others who never have worked and will not work if they can avoid it. This should attract millions of immigrants.

Danville, Ill.—A high pressure subscription solicitor who carries no business card disclosing his home address, has been soliciting subscriptions for the Grain & Feed Journals offering five years at a remarkable bargain and then issuing a receipt for another publication. Of course, he was shown the door by alert dealers who discovered his trick.

Freeport, Ill.—The German Valley Farmers Grain Co. was named defendant in an action filed in Circuit court Jan. 19 by John Anderson, a farmer residing in Ridott township, who alleges that Sept. 18, 1937, the defendant agreed to buy corn from him at \$1.02 per bu.; that in accordance with the agreement he delivered to the firm 781 bus. but that the defendant refuses to pay him. Anderson seeks a judgment for \$764.61 and interest from Sept. 20.

Monticello, Ill.—Jack Plotnicky, representative of Bartlett-Frazier Grain Co. here, and a well liked and familiar sight among the grain solicitors of Illinois, passed away Feb. 5 following a second operation for an abdominal disorder.

East St. Louis, Ill.—Allied Mills, Inc., will retain its main headquarters here, A. W. Abraham, plant manager, stated. C. W. Lyddne, former manager here, has been transferred to Memphis, Tenn., where the company has opened a new mill to handle the firm's business in Southern states. Thirty of the firm's 43 original employees of the mill here will remain in the employ of the company.

Peoria, Ill.—H. A. Mulholland, who was elected pres. of the Peoria Board of Trade Jan. 10, has been connected with Lowell Hoyt & Co. for the past ten years and for the last five years has been manager of the Peoria office. He received his early training in the grain business with the Cargill Grain Co. at Sioux Falls, S. D., and Fort Dodge, Ia. He has served as director, second and first vice-pres. of the Peoria Board of Trade and was elected to the presidency without any opposition.

Lacon, Ill.—A 30,000-bu. elevator is being built here by the Terminal Grain Co. at a cost of \$20,000. Contract for the cribbed storage elevator has been let to Eikenberry Construction Co. and work is well underway. The old oats annex will be razed, the new storage built, with necessary equipment, and an addition to the office constructed. Among new machinery installed is a Hall Signaling Grain Distributor. The elevator is the old Turner-Hudnut property, taken over by the present company about three years ago. In addition a harbor in the Illinois river will be constructed, thru which the firm will ship grain. Bids are being received for dredging the harbor, a suction dredge to be used. The grain company is also considering plans for a clearing house in LaPrairie township, across the river, where grain would be weighed, then transferred here for storage.

Mays Station (Paris p. o.), Ill.—Fire destroyed Illinois Cereal Mills, Inc.'s 300,000-bu. grain elevator the afternoon of Feb. 2, causing a loss estimated at \$100,000 including approximately \$50,000 worth of machinery, recently stored in the building. The machinery had been moved from Chicago, the company having purchased it to install in its Paris mill. The elevator, an iron-clad frame structure, has the distinction of being the largest rural elevator, probably, in the United States. It was erected in 1901 by F. L. Kidder, and for many years was filled at least once or twice to capacity. It was 90x209 ft., all under one roof. It had 14 dumps, and one bin across the west end was 90 ft. long, 30 ft. wide, 28 ft. deep, with five dumps. Illinois Cereal Mills, Inc., a Milwaukee firm, purchased the property about five years ago, acquiring also the elevator at Harris Spur and the Paris Mill. The elevators had not been used a great deal recently for grain storage. The origin of the flames is uncertain, but the flames made such rapid headway firemen were unable to control them. It is unlikely the building will be replaced.

## CHICAGO NOTES

Samuel Livingston, 78, once in the grain business in Chicago, died Jan. 26 in Los Angeles.

The Cereal By Products Co. has moved into more commodious quarters in the same building.

Trading in grain futures on the Chicago Board of Trade in January aggregated 692,895,000 bus., against 1,019,105,000 bus. in January, 1937.

Major Strange told the members of the Grain Market Analysts Club at their January meeting that there was a serious world scarcity of high grade wheat.

Clearing house margin requirements on corn futures have been reduced from 4c to 3c. This is the lowest since 1933 and may operate to stimulate lagging interest in the corn market.



March 1 has been set by directors of the Board of Trade for hearing of charges that the Cargill Grain Co. of Illinois violated a ruling of the business conduct committee when it refused to sell 1,000,000 bus. of corn futures and allegedly precipitated the September corn squeeze.

John J. Coffman has been elected pres. of the Cash Grain Ass'n of the Chicago Board of Trade, succeeding William H. McDonald. Austin D. Sturtevant was elected vice-pres. and Francis J. Dolan and Le Roy D. Godfrey are new directors.

The following Board of Trade members have retired from partnership: W. Hamilton Busk, from Shearson, Hammill & Co.; George C. Jennings from Paine, Webber & Co.; Kenneth D. Steere, Paine, Webber & Co.; and Donald W. Green from Piper, Jeffray & Hopwood, the latter firm of Minneapolis.

In an economy move directors of the Board of Trade have ordered a reduction of 10 per cent in the salaries of all employees earning more than \$1,800 a year. An annual saving of \$25,000 is expected as a result. The salary of Fred H. Clutton, sec'y, was said to have been cut from \$15,000 to \$13,500 annually.

The government won a judgment of \$10,847 recently against the estate of the late Arthur W. Cutten covering a claim for documentary stamp taxes on a transfer for 1,000,000 shares of stock to Cutten in 1923. The government also has a delinquent income tax claim for \$1,132,640 pending against the estate.

The Continental Grain Co. has taken a lease on the Rock Island Elevtr., formerly operated by the Farmers National Grain Corporation, and will take possession some time in March after the railroad company has completed changing from steam to electric power. The house will be a public elevator under federal license.

A temporary organization of the Board of Trade Camera Club was effected Feb. 1 by the election of Raymond Lane as temporary pres. and Ellis Saxton as temporary sec'y and treas. Space in the Board of Trade building will be found for dark rooms, enlargers, for the display of exhibits, studio work and lectures. Those present signed up as members and paid an initial assessment for the purchase of equipment. About 30 have declared their interest in the Club and a membership of at least 50 is hoped for. The next meeting will be held Feb. 16.

Market position of longs and shorts in the September, 1937, corn future were disclosed Feb. 1 in a report by the special investigating committee to the directors of the Board of Trade. The Cargill Grain Co. of Illinois was long 6,434,000 bus. Sept. 24, and on Aug. 31 was short 10,255,000 bus. for December delivery. On Aug. 31 the Cargill Co. had contracts for forward shipment of 767,684 bus. and forward purchases of 25,250 of old domestic corn. The largest short interest was that of the Farmers National Grain Corporation, 2,460,000 Sept. 18 against which it held only 643,138 bus. of cash corn, being speculatively short the difference of 1,816,852 bus. During August Daniel F. Rice was short 1,197,000 bus. September corn, but at the close of trading was short only 125,651 bus., while the Farmers National had still 1,003,280 bus. open. The Cargill long interest in September corn was at one time 9,392,000 bus.

The following have been admitted to membership in the Board of Trade: Merrill W. Tilden, of Talcott, Potter & Co., Chicago; Charles W. Britton, pres. of C. W. Britton & Co., Sioux City, Ia.; James M. Brown, New Orleans; Clark R. Yager, of Ballard & Ballard Co., Louisville, Ky.; Milton J. Burkholder, pres. Michigan Elevtr. Exchange, Lansing, Mich.; Erwin R. Jensen, of Uhlmann Elevtrs. Co., of Texas, Kansas City, Mo.; John F. Gerard, of Standard Milling Co., New York City; William J. Walton, General Mills, Inc., Chicago; David J. Bangert, Harris, Burrows & Hicks, Chicago; Jay H. Williams, of Williams, Coffey, McCormick Co., Sioux Falls, S. D.; Richard F. Teichgraber, of Thomson & McKinnon, New York City; Willis P. Beal, of

Hunnewell & Co., Boston, Mass.; Henry D. Scott of Chicago; memberships transferred were Dec. 15, Estate of Edward P. Peck; Dec. 15, Francis D. Frost, Jr.; Dec. 15, Fred C. Vincent; Jan. 11, Estate of Joseph H. Kerr; Jan. 11, Estate of Louis T. Sayre; Jan. 11, Clem C. Barham; Jan. 12, Charles E. Stimming.

## INDIANA

Clayton, Ind.—F. W. Blanton is installing new iron cladding on his grain elevator.—H. H. H.

Fairland, Ind.—Standard Elevator Co. has taken over the local Indiana Grain Producers elevator.

Montezuma, Ind.—Park County Farm Bureau has taken over the local Indiana Grain Producers elevator.

Rensselaer, Ind.—Iroquois Roller Mill has opened a new store to be known as the Iroquois Service store.

North Grove (Amboy p. o.), Ind.—The Miami County Farm Bureau has bought the Central States elevator.

Morristown, Ind.—H. M. Unger has taken over the Indiana Grain Producers elevators at Fountaintown and Manila.

Manilla, Ind.—The Manilla Grain Co. has purchased the elevator formerly operated by the Indiana Producers, Inc.

Fort Branch, Ind.—Heavy winds caused considerable damage to the elevator of the Geo. W. Reed Grain Co.—H. H. H.

Coatesville, Ind.—Darnall Bros. is contemplating installing a new hammer mill with an electro magnet.—H. H. Hawlick.

Lafayette, Ind.—The Indiana Farmers Grain Dealers Ass'n will hold a one day annual convention at Purdue University on Feb. 23.

Herbst, Ind.—The Herbst Grain Co. elevator was slightly damaged by fire Jan. 15. The elevator is owned by John Nesbitt and Frank Thorp.

Bennett's Switch (Kokomo p. o.), Ind.—The elevator of the Indiana Grain Producers Marketing Ass'n has been taken over by the Miami County Farm Bureau.

Rays Crossing, Ind.—The Manilla Grain Co. has purchased the elevator formerly operated by the Indiana Grain Producers, Inc. A. O. Cherry is manager of the Manilla company.

Fountaintown, Ind.—H. M. Unger is operating his newly acquired elevator, the former Indiana Grain Producers, Inc., under the name, Fountaintown Grain Co. E. L. Gasaway is manager.

Hedrick, Ind.—Ura Seegar has decided to rebuild the elevator that burned a few weeks ago, and has let a contract to the Reliance Construction Co. for erection of a 40,000-bu. cribbed plant.

Princeton, Ind.—Maurice J. Welborn, 59, who for many years was associated with William Weese in the operation of the Weese-Welborn Mill, now known as the Antell Elevator, died Jan. 13.

Logansport, Ind.—The north elevator of the Logansport Elevator Co., managed by C. W. Shuman, has been improved with installation of a new Western corn cleaner and new head drives.

Logansport, Ind.—C. Q. Palmer has resigned as manager of the south elevator of the Logansport Elevator Co. His resignation becomes effective upon appointment of a successor. Mr. Palmer is retiring.

Seirsville, Ind.—The Clinton County Farm Bureau Co-op. Ass'n has purchased the Indiana Grain Producers, Inc., elevator. Farm bureau products will be stocked and the elevator will be controlled by the Farm bureau office.

Kokomo, Ind.—Owen Thompson, patriarch among the old timers among the Indiana grain dealers, father of Hal Thompson who is now in charge of the Morrison-Thompson elevator here, passed away on Feb. 8 from complications following a series of treatments to relieve his suffering in Indianapolis hospitals.

Markleville, Ind.—Claude Alexander of Anderson was awarded \$7,500 damages Jan. 19 by a Henry circuit jury in a suit brought against Markleville Elevtr. Co. as a result of injuries alleged to have been suffered in an automobile-truck collision more than 2 years ago.

Indianapolis, Ind.—Bert A. Boyd, now of Hendersonville, N. C., (13) on Feb. 2 favored his many friends in the grain trade with a likeness of himself, the ground hog and his shadow. As soon as the hog felt the warmth of Bert's smile he rushed back in his hole.

Morristown, Ind.—Morristown Elevtr. Co., incorporated; capital stock, 50 shares preferred of \$100 par value and 900 shares, common, no par value; to operate general milling and manufacturing business at Morristown; incorporators, H. M. Unger, Russell R. Handy, Paul H. Wolf.

Walton, Ind.—The Walton Elevtr. Co. has practically completed its new 18,000-bu. cribbed elevator. Manager Wm. Bechdol expects to have screw conveyors connecting the company's two old concrete storage tanks with the new elevator which will give a total capacity of 43,000 bus. A new and more convenient office has also been built.

Rensselaer, Ind.—Stockholders of the Farmers Grain Co. recently voted not to sell the property as had been proposed by some of the stockholders. A motion was made and carried that the company redeem the stock of anyone who has moved away or who is a non-producer at its par value of \$50 per share up to three shares, providing they wish to dispose of it. W. G. Beal, manager of the elevator, in his report showed that the elevator is out of debt, has plenty of money and stock on hand, and is showing a steady profit. A vote of appreciation was given Mr. Beal for his excellent work, and it was decided to continue the operation of the elevator as in the past.

## IOWA

Clare, Ia.—The Farmers Elevtr. Co. sustained slight damage to electrical equipment recently.

Whitten, Ia.—The Mabie Grain Elevtr. Co. has been completely iron clad by the T. E. Ibberson Co.

Fremont, Ia.—We are installing a Bender Electric Truck Dump in our local elevator.—H. E. McBurney.

Hazelton, Ia.—Burglars forced entrance to the H. H. Nicholson elevator office the night of Jan. 24, but got nothing.

Milford, Ia.—General repairs were made recently on the Stockdale Elevtr. Co.'s elevator by the T. E. Ibberson Co.

Florence (Clarion p. o.), Ia.—O. G. Johnson, manager of the Farmers Co-op. Co., died Jan. 1 after a three months' illness.

Ellsworth, Ia.—Mail addressed to the Williams Grain Co. has been returned by the post office marked "Unknown-unclaimed."

Persia, Ia.—Fred C. Zacharias sustained painful injuries recently at the Bowes Elevtr. Co. elevator when an air hoist broke.

Sheldon, Ia.—The Farmers Co-op. Ass'n recently added a new 16x14 ft. feed room to its elevator. Burt Struyk is manager.

Clemons, Ia.—B. O. Sweet of Clemons and O. L. Krink of Sheffield have filed a trade name for the Clemons Grain & Lumber Co.

Corwith, Ia.—A new manlift and leg was installed recently in the Federal North Iowa Grain Co.'s local elevator. Ibberson did the work.

Fort Dodge, Ia.—Silas Johnson, former assistant manager of the Duncombe Farmers Elevtr. Co., has accepted a position with Critz & Co.

Lidderdale, Ia.—W. T. Otto bot the elevator formerly known as the Farmers Terminal Elevtr. Co. from F. E. Wentz, and took possession Jan. 25.

Marne, Ia.—The Farmers Elevtr. Co. was recently purchased by H. O. Boots, manager, and Henry Sanny, who are forming a partnership.—Art Torkelson.

Delta, Ia.—Robert Keck, for nine years manager of the Farmers' Union Product Co., resigned his position, effective Feb. 1, and will go into the grain business.

Sioux City, Ia.—Elevator managers and produce men in Sioux City territory, were guests at a dinner meeting of Allied Mills, Inc., held in the Warrior hotel Jan. 25.

## STRATTON GRAIN CO.

MILWAUKEE, WIS.

CHICAGO, ILL. SPRINGFIELD, O. ST. JOSEPH, MO. SCHNEIDER, IND. NEW YORK, N. Y.

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Consignments and Future Orders Solicited



Des Moines, Ia.—Stanley Simpson, former manager of the feed department of the Des Moines Oats Products Co., is now county agent with headquarters at Waseca, Minn.

Fort Dodge, Ia.—Art G. Torkelson, traveling representative of Lamson Bros. & Co., was called to Chicago Jan. 21 by the final illness and death of his father, who passed away Jan. 22.

Blencoe, Ia.—At a recent meeting the Farmers Elvtr. Co. elected B. E. Molle, pres., Mahlon Davis, sec'y, and George Arnold, manager. A dividend was also voted by the board of directors.—Art Torkelson.

Lewis, Ia.—The last remains of the old elevator that stood on the north side of Main street have been hauled away. The building was torn down and the lumber salvaged and sold. The scales also were sold.

Meservey, Ia.—The local elevator was sold recently to E. A. Fuller of Blairsburg and Lester Brown, of Alhambra, Cal., who have taken possession. Mr. Fuller has been manager of the Farmers Co-op. Elvtr. Co. of Blairsburg.

Waukegan, Ia.—The H. Dallam & Son grain elevator and annex burned on Jan. 31. More than 20,000 bus. of oats were destroyed. Damage to the elevator and annex was estimated at \$12,000. The loss was largely covered by insurance.

Blairsburg, Ia.—E. A. Fuller, manager of the Farmers Co-op. Elvtr. Co., resigned his position, to take effect Feb. 20. He and his brother-in-law, Lester Brown, of Alhambra, Cal., recently bot the grain elevator at Meservey.

Spirit Lake, Ia.—Acme Feed Co. has filed suit against 32 Dickinson county farmers, seeking payment on feed sold on conditional sales contracts and in many cases bills of sale were taken on the purchaser's personal property.—A. G. T.

Glidden, Ia.—The lifeless body of Arthur Allen, 49, manager of Glidden Farmers Co-op. Elevator, was found here Feb. 7 after his wife discovered a suicide note in their home. Beside Allen's body was a shotgun from which one shot had been fired.

Sutherland, Ia.—A new hammermill feed grinder has been purchased by V. A. Branstetter for installation at the Sutherland Grain Co. elevator. A mixer will be purchased soon. The elevator has recently installed a machine to prepare barley for malting.

Williamsburg, Ia.—W. F. Harris of W. F. Harris & Son, local elevator owners, was the first master of exchequer of the local Knights of Pythias lodge established in 1887. He was honored in an open meeting Feb. 9, as a 50-year member.—Art Torkelson with Lamson Bros. & Co.

Duncombe, Ia.—Silas Johnson, who has been assistant manager of the local Farmers Elvtr. Co. here for the past 19 years, tendered his resignation to the company and will accept a position as relief man and traveling representative of Critz & Co. at Ft. Dodge, Ia., who operate several elevators thru northwestern Iowa.—Art Torkelson, Lamson Bros. & Co.

Stilson (Britt p. o.), Ia.—A meeting of the Stilson Co-op. Grain Co. was held when plans to rebuild the elevator which burned Jan. 12 were discussed. There were about 8,000 bus. of oats and 1,000 bus. of corn in the building at the time of the fire. The seed and feed in the feed building were saved, but the building itself burned with the elevator. Coal sheds nearby were saved, however. Rebuilding activities will start at once.

Sanborn, Ia.—Fire threatened to destroy the Hunting Randall Co. elevator Jan. 18. In the morning a small blaze was discovered smoldering in chaff started by sparks from friction caused by play in the motor and pulley. Salt brine and a fire extinguisher were used and the fire was believed to have been extinguished. However, late in the afternoon flames were discovered near the roof underneath a heavy wood sheathing. The fire department was summoned and the blaze extinguished before much damage resulted.

Des Moines, Ia.—New members recently added to the membership of Western Grain & Feed Dealers Ass'n are: Farmers Elevator Co., Alleman; Jas. Fender & Sons, Carson; S. A. Brush, Chelsea; J. F. Miller, Dakota City; Jas. E. Bennett & Co., Chicago; Farmers Elvtr. Co., Hawkeye; Western Term. Elvtr. Co., Sioux City; Frank Hoose, Eddyville; E. W. Scott Grain Co., Lake View; Freund Realty Co., Lowden; Rufus Bullard, Maxwell; The Blackford Co., Oskaloosa; Fairbanks, Morse & Co., Omaha; Arthur Anderson, Rossie; J. J. Mullaney & Son, Sioux City.—Ron Kennedy, sec'y.

Sioux City, Ia.—Charles Lester Partridge, 42, millwright, veteran employe of the Flanley Grain Co., was almost instantly killed Feb. 3 while repairing a safety switch in an elevator cage at the company's plant. He was working on the scale floor, near the top of the building, attempting to splice a live wire that had been burned in a short circuit preparatory to connecting it to the safety switch on the lift, without having first turned off the current to the elevator, Ralph Cope and Howard Cowles, who were with him, reported. When he grasped the live wire, 440 volts of electricity passed thru his body, causing death within a few seconds. Partridge had been employed by the grain company for 18 years. He was born at Sommerfield, Kan., and came to Sioux City 25 years ago.—A. G. T.

## KANSAS

Clayton, Kan.—The Robinson Elvtr. Co. sustained property damage in a windstorm Jan. 24.

Bellaire, Kan.—Mrs. Latty M. Dillon has sold her elevator to the Osborne County Farmers Union Grain Co. of Osborne, Kan.

Sanford, Kan.—Charles W. Grove has been appointed manager of the Sanford Grain & Supply Co. here to fill the vacancy caused by the death of W. L. Martin.

Viola, Kan.—The warehouse of the Viola Grain Co. Jan. 21 was damaged by fire caused by exposure to a burning building across the street.

Stafford, Kan.—Ray Davidson, manager of the Stafford Grain & Supply Co., has resigned, effective Feb. 1, to enter the implement business. E. R. Tucker, of Englewood, succeeded him.

Cleveland, Kan.—Cortland Dixon has been appointed manager for the George Gano Grain Co. He succeeded Joe Hardy, who has been manager for several years and has now moved to his former home in Hutchinson.

Hutchinson, Kan.—Fred Houser is manager of the Kansas Flour Mills Corp. grain office here, moving here recently from Kansas City. The Board of Trade membership of E. J. Minshall, who has been transferred to St. Louis, was transferred to Mr. Houser.

Dodge City, Kan.—We are pleased to report the following new members added to our roster: L. H. Kueker Grain Co., Belleville; Black Grain Co., Toronto; W. W. Talley & Son of Eureka, and the Mitchell County Farmers Union Co-op. Ass'n at Beloit.—Kansas Grain, Feed & Seed Dealers Ass'n, J. F. Moyer, sec'y.

Brainerd, Kan.—The Hinkson Elevator was bot by William Richardson of Furley at a referee's sale Jan. 10. The elevator with its assets was put up at auction sale, and after lively bidding, was "knocked down" to Floyd Bachelder, who had built the elevator and established the business. He bid in the elevator at \$6,250; a 1937 truck at \$575; coal, \$387.50; miscellaneous stock at \$70, making a total of \$7,282.50. Mr. Bachelder was receiving the congratulations of his friends and old customers, believing the deal closed, and was making arrangements for the money when he discovered that the referee, privileged to refuse any and all bids, had sold the property for \$7,500 to Mr. Richardson.

## KENTUCKY

Clarkson, Ky.—Leon and James Hughes have started a feed mill business. They are equipped to do custom grinding and carry a full line of feeds.

Pikeville, Ky.—Williams Feed & Transfer Co., incorporated; capital stock, \$5,000; incorporators, Robert Williams, Grover C. Call and Grace Williams Call.

## MICHIGAN

Tecumseh, Mich.—The new addition to the Hayden Flour Mills was dedicated Feb. 6.

Bad Axe, Mich.—Farmers Elvtr. & Produce Co. has reorganized as a co-operative company.

Mulliken, Mich.—Lewis Cool, the new manager of the Mulliken Farmers Elevator, has purchased a home here.

Romeo, Mich.—Clifton Mills Co., incorporated; capital stock, \$10,000; incorporators, Bion C. Place, Charlotte M. Place and Karl Place, all of Huntington Woods; to operate a grist mill in Romeo.

Springport, Mich.—John White has resigned as manager of the local elevator and with his family has gone to Cochran, Pa., to make his home this winter. No new manager has been named.

Wixom, Mich.—John B. Ruggles, 37, manager of the grain department of the Wixom Co-op. Elevator, was killed the afternoon of Jan. 26 when his clothing caught in the sprocket of a chain which operates the receiving mechanism. Ruggles was repairing machinery when the accident occurred. Fellow workmen shut off the power, but too late to save him. The dead man was employed by the co-operative for the past 10 years. D. A. Kitson, general manager of the co-operative, said this was the first major accident in its history.

## MINNESOTA

Henderson, Minn.—The Hoelz family of Belle Plaine will open a branch mill here.

Chokio, Minn.—A. J. Clark Elvtr. Co. plans to repair and paint its elevator this spring.

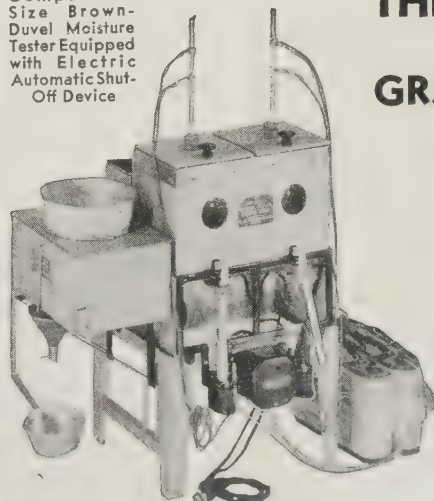
Alvarado, Minn.—The Farmers Elvtr. Co. will repaint its elevator and buildings early this spring.

Gaylord, Minn.—J. J. Johnson recently sold the Gaylord Flour Mill to H. N. Clark and L. C. Gedatur, of Minneapolis, who took possession Feb. 1.

Boyd, Minn.—New coal sheds and corn cribs were recently built at St. Anthony & Dakota Elvtr. Co.'s local plant. Installation of larger scales is now being considered.

St. Cloud, Minn.—F. A. Adamek of Platte, S. D., has bot the flour and feed business operated until recently by the late R. B. Wilhelm. The firm will continue to be known as the St. Cloud Flour & Feed Co. Mr. Wilhelm, who died recently, conducted the business for eight years. Prior to that time he was owner of the Wadena Flour & Feed Mill for 20 years.

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CHICAGO, ILL.



Wadena, Minn.—Roland B. Wilhelm, for 20 years owner of the Wadena Flour & Feed Mill prior to moving to St. Cloud several years ago, died recently.

Argyle, Minn.—The Argyle Farmers Grain Co., Inc., will repaint and repair its elevator this spring. The company recently installed a pneumatic truck dump.

Duluth, Minn.—The Globe Elvtr. Co. has closed its elevators 1-2-3 and at the request of the firm the directors of the Board of Trade have declared them to be no longer regular.

Norwood, Minn.—The Norwood Farmers Co-op. Elvtr. Co. is contemplating installation of a new feed mixer and grain cleaner in the near future. Bruno Schmelfennig is manager.

Glencoe, Minn.—L. H. Patten, Jr., formerly production manager at the North Dakota state mill and elevator at Grand Forks, has been appointed general manager of the Glencoe Milling & Elvtr. Co. here.

Duluth, Minn.—Directors of the Duluth Grain Commission Merchants Ass'n were re-elected at the annual meeting Jan. 28. They are: F. B. Getchell, H. B. Stoker, W. W. Bradbury, T. F. McCarthy and R. H. Teitze.

Barnesville, Minn.—A number of improvements are being made on the west elevator of the Farmers Elvtr. Co. A man lift is being installed, two head drives and three new model electric motors to operate the equipment.

Rushford, Minn.—The Farmers' Elvtr. Co. just recently completed the installation of a new 24-inch attrition feed mill and feed mixer, the addition of which will permit the elevator to grind and mix feeds for farmers. W. B. Richards is manager of the elevator company.

Minneapolis, Minn.—"Any trucker who comes to your office unsolicited and offers to sell you grain or feed which he has not produced on his own farm is a peddler. As such he must have a license to peddle. This is covered in Chapter 56A of Mason's Minnesota Statutes of 1927. The license fee for peddling is \$50 in each county in which he operates and failure to have a license for this kind of business is 'classed as a misdemeanor and is subject to fine or imprisonment or both.'"—Northwest Retail Feed Ass'n, W. D. Flemming, sec'y.

Madison, Minn.—A group of business men and farmers met at the city hall here, pursuant to an invitation extended by the Madison commercial club and Lac qui Parle Oil Co., and indicated a desire to form a co-operative company for the purpose of purchasing the Madison Milling Co. and operating it as a co-operative. A committee, consisting of Erick Huseby, Elmer Saire, C. A. Winslow, Theodore S. Slen, A. G. Dahl, J. O. Hagebak and Albert Drobny was elected to thoroughly investigate co-operative possibilities and requirements and report later.

Marshall, Minn.—At the regular meeting of the Western Grainmen's Ass'n held Jan. 11 in Deland Hall, it was voted to cancel the organization's February meeting on account of the annual convention of the Minnesota Farmers Elvtr. Ass'n., to be held Feb. 16-17-18, and which many of the members will wish to attend. Pres. Evans reported that the legislative com'te had filed formal complaint with the Minnesota Railroad & Warehouse Commission thru the Minneapolis Traffic Ass'n relative to switching charges. A. F. Nelson, Minneapolis, speaking briefly on the matter, explained that, while most of the work on the matter would be handled by the Minneapolis Traffic Ass'n, it will be necessary for a few grain buyers to testify before the commission to the effect that these charges had been levied against their shipments. The matter of becoming affiliated with the Grain & Feed Dealers National Ass'n was tabled, to be considered at the March meeting. Relative to marketing matters, Lester Lee, Montevideo, chairman of the marketing com'te, gave his report, which was followed by general discussion, and a suggestion from the floor that the market card base its price quotations on the percentage of moisture content rather than merely on the numerical grade of corn.

Currie, Minn.—The west side elevator was destroyed by fire Jan. 21, with about 1,000 bus. of barley.

Nassau, Minn.—A truck damaged the transfer spout in the plant of the Nassau Farmers Elvtr. Co. Dec. 29.

Willmar, Minn.—Martin Anderson, 70, died Jan. 26. He had been in the elevator business in Willmar for some time.

Hampton, Minn.—Hampton Grain Co. plans to remodel its elevator during the spring months. G. Betseh is now operating the company.

Chokio, Minn.—Chokio Equity Exchange, N. L. Keena manager, is considering overhauling its elevator and adding a feed warehouse.

Belle Plaine, Minn.—Fire, caused by an explosion, destroyed the large Hoelz mill. George Hoelz is one of the owners of the mill. Insurance of \$3,000 on the building and \$1,800 on the machinery and stock covers a small part of the loss. The mill will be rebuilt immediately. The Hoelz family will also open a branch mill at Henderson.

## MISSOURI

St. Joseph, Mo.—A windstorm Jan. 24 damaged the Buchanan Elvtr. Co.'s plant and the property of Union Terminal Railway Co.

St. Louis, Mo.—Application for membership in the St. Louis Merchants' Exchange has been made by E. J. Minshall of the Valier & Spies Milling Corp.

Hammond, Mo.—George T. Grudier recently sold his Hammond mill to Floyd Cantrell. Mr. Grudier bot the Ava Milling Co., which he is now operating.

Louisiana, Mo.—Unsell Smith, trustee in bankruptcy of the Louisiana Elvtr. Co., has filed a petition in bankruptcy listing assets of \$6,589.96 and liabilities of \$10,090. The first meeting of the creditors was held Jan. 24.

St. Louis, Mo.—Mrs. Martha Letitia Langenberg, 81, widow of Henry F. Langenberg, died Jan. 20. Mr. Langenberg was pres. of Langenberg Bros. Grain Co. and a former pres. of St. Louis Merchants Exchange.

Hamilton, Mo.—A larger office room is being constructed at the H. H. Green Mill & Elvtr. Co. under the supervision of Martin Abrahams, manager of the business. The office will extend across the east front of the mill.

Ava, Mo.—George T. Grudier, for 30 years operator of the Hammond mill at Hammond, is the new owner of the Ava Milling Co. He purchased the mill recently from R. J. Gray, who has operated it for the past three years.

Canton, Mo.—Irvin Bertram of Wyaconda is the new manager of the Canton Co-op. Elvtr. & Exchange, taking the place made vacant by the resignation of H. O. Porter. Milton Lloyd arrived from south Missouri to take the position of bookkeeper.

Harrisonville, Mo.—Fred J. Thomas, proprietor of the Economy Feed Mills, has moved his store into his new store room, built on the south of the mill. A new gravel driveway from the pavement to the store room has been constructed and three doors will make waiting on the public very convenient.

St. Louis, Mo.—The elevator and warehouse of the Annan-Burg Grain & Milling Co., which has gone out of business after nearly 60 years of existence, has been sold to the Albrecht Feed & Elvtr. Co., a recently organized firm. Jules Albrecht is pres. of the latter firm, and Rogers Annan was pres. of the Annan-Burg company. The elevator has a capacity of 75,000 bus.

## KANSAS CITY LETTER

Stanley Russell has resigned as head of the mill feed department of the L. C. Worth Commission Co.

Kansas City, Kan.—Interior waterproofing on section B of the Kansas City Kansas river rail elevator is rapidly nearing completion. The work has been proceeding slowly because the elevator has been kept in full operation by the lessees, Hart-Bartlett-Sturtevant Grain Co., so that only a few bins could be available for waterproofing at a time. Completion of the waterproofing will clear the way shortly for actual transfer of ownership of the terminal elevator to the city. Other work on the levee including the hydraulic fill, the river wharf, and railroad trackage recently was approved for final acceptance by the city.

Kansas City chapter of the Society of Grain Elvtr. Superintendents at its regular monthly meeting held Feb. 4 at the Hotel Kansas Citian, entertained D. M. Clark, of Chicago, sec'y-treas., and E. J. Rather, Minneapolis, vice-pres. of the national society. The principal speaker of the evening was Fred C. Hoose, local grain man. T. C. Manning is pres. of the local chapter, which was formed one year ago. Mr. Hoose will fill a return engagement as speaker before the body in March.

## MONTANA

Bozeman, Mont.—Mrs. Eileen Hill, wife of G. Earl Hill, district manager of the Montana Elvtr. Co., died Jan. 14 following a major operation. Complications following the operation caused her death.

Harlowton, Mont.—The state grain testing laboratory headquarters has been ordered to discontinue local operations and to move all testing equipment to Great Falls. Manager James Aitkin, who has been in charge of the plant for several years, will go to Portland for a short vacation.

Wheat Basin, Mont.—Frank Robideaux, murderer of Michael Kuntz, manager of the Occident Elevator Co., and Mrs. Kuntz, the night of Nov. 26, was hanged for his crime Jan. 15, at Columbus. The murders were committed following a row over 180 bus. of wheat. The couple's small son, who was severely beaten by Robideaux, has been awarded \$6,000 from the insurance company, the Montana Compensation Bureau having ruled his father was killed in "line of duty."

Billings, Mont.—Storage ticket creditors of Chatterton & Sons, operators of a large bean warehouse which closed its doors in July, 1931, were given final dividends last December. The final payment represents a total of about \$7,000, distributed to holders of storage tickets for about 26,600 sacks of beans. This final amount was obtained from the warehouse bond executed by the Fidelity & Deposit Co. of Maryland, payment following judgment in favor of the growers in federal court of appeals at Spokane last Oct. 26.

## NEBRASKA

Omaha, Neb.—Miller Cereal Mills has recently completed a large addition to its plant.

Burchard, Neb.—Patrick Carver has been named manager of the Farmers Union Elvtr. Co.

Ravenna, Neb.—The old Poole grain elevator, recently sold by auction, has been dismantled. About 14,000 ft. of dimension lumber was saved.

Harvard, Neb.—Louis Aker has taken over the management of the Harvard Grain Co. following the resignation of F. W. Dick. Mr. Dick is now manager of an elevator at Upland.

Bellwood, Neb.—Farmers Co-operative Grain Co., who purchased the Golden West Grain Co. for \$2,200 recently, will do custom grinding, a feed grinder having been included in the transaction.

Brock, Neb.—William Biere, living between Talmage and Brock, with his sons has purchased the Farmers Elevator here. The office will be open on Tuesdays and Fridays, the new owners announce.

Elgin, Neb.—The Elgin Lumber Co. elevator was threatened by fire that destroyed an adjacent feed storage building owned by Kluthe Bros. and filled with cotton seed, feed and hay Jan. 24. Loss is estimated at \$2,000.

Ravenna, Neb.—The old South Ravenna elevator of Ravenna Mills was recently sold to the Greenslit Lumber Co., and taken down. About 60,000 ft. of good lumber was salvaged. The elevator had been used for storage purposes by Ravenna Mills of recent years.

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Omaha, Neb.—E. J. McVann, sec'y of the Omaha Grain Exchange from 1906 to 1909, died at his home in Washington, D. C., Jan. 30. Mr. McVann went to Washington in 1909. He was succeeded as sec'y of the Exchange by Frank P. Manchester, who still occupies that office.

Aurora, Neb.—Stockholders of the Aurora Elvtr. Co., at a meeting held Jan. 25, voted to discontinue making flour. Reason for the vote was the operation loss experienced since 1934. The majority argued that the elevator could make money without the mill.

Grand Island, Neb.—R. S. Dickinson of Omaha was elected pres. of Nebraska Consolidated Mills at the company's annual meeting. He succeeds M. R. Kinney. Mr. Dickinson has been vice pres. and general manager. J. H. Weaver, pres. of Omaha Grain Exchange, was re-elected sec'y-treas.

Lindsay, Neb.—Henry B. Bothe has been elected manager of the Lindsay Farmers Co-op. Elvtr. Ass'n. He will not assume active management until March 1. Until then, the present manager, John E. Johnson, will remain and assist Mr. Bothe in becoming familiar with the operation of the business.

Odell, Neb.—The Odell Farmers Elevator has amended its articles of incorporation, enabling it to broaden the scope of its business to include the buying and selling of other commodities, and has limited the stock issue to \$10,000 and limited the number of shares held by any one to four, as well as limiting the amount of indebtedness.

Valley, Neb.—When a blast, following a spurt of flame, blew the cupola and a section of the roof from a small grain elevator at the James Allen feed lots north of here, recently, James Allen, Jr., son of the owner, and Vincent Lyon, who were unloading a load of corn at the time, were slightly injured. Corn and feed in storage were not badly damaged.

## NEW ENGLAND

Greensboro, Vt.—Fire started by ignition of dust back of a chimney slightly damaged the property of H. H. Haines on Jan. 19.

Claremont, N. H.—W. H. Henderson, of Manchester, N. H., recently bot the retail grain business of the Britton Grain Co. He will continue to operate under the old name. Mr. Henderson has been active in both wholesale and retail distribution of feeds and grains in New England for the past ten years.

Boston, Mass.—In the presence of 150 members, the second and third mortgages on the building of the Boston Grain and Flour Exchange were burned Jan. 18 in the library of the organization by the pres., Carl J. B. Currie and vice-pres., Frank C. Bowes. The ashes from the burned documents are being preserved in an urn.

## NEW MEXICO

Texico, N. M.—O. E. Austin, of Bushland, Tex., recently opened a sweet feeds plant here.

## NEW YORK

Porters Siding, N. Y.—John Carl has installed modern grinding equipment in his new feed store.

Brooklyn, N. Y.—Samuel A. Weeks, 77, founder of the grain firm of S. A. Weeks Co., died Jan. 18.

Andes, N. Y.—Andes Feed & Lumber Co., incorporated; capital stock, \$5,000; to deal in grain, hay and feeds.

Staatsburg, N. Y.—The Staatsburg Grain Elevator, owned by John McAllister, has been reopened recently.

Jamestown, N. Y.—George W. Hosie, 61, pres. of Ames-Burns Co., died Jan. 23 after an extended illness. He was one time connected with Chapin & Co., in Buffalo.

Hoosick Falls, N. Y.—The feed mill of Nonie M. and Andrew R. Hulihan was destroyed by fire communicating from an exposing coal elevator fire on Jan. 27. Two deaths were caused by the fire and damage was estimated at about \$12,000.

## BUFFALO LETTER

Construction work in Buffalo at the Dakota Elevator purchased by General Mills, Inc., last July, is well under way. The new bulk storage bins are being rushed to completion and workmen are busy on the new overhead bridge leading from the Frontier Elevator to the Dakota Elevator.

Buffalo, N. Y.—Edward S. Newhall, brother of the late Hayden Newhall, widely known grain and feed broker, has made application on the Corn Exchange for a trading license. Carl R. Rollins has also made similar application. Mr. Rollins succeeded the late Godfrey Morgan, many years vice-pres. of Spencer Kellogg & Sons.

Buffalo, N. Y.—Franklin W. Dell, treas. of the Superior Elvtr. & Forwarding Corp., died Jan. 18. Mr. Dell was born in Black Creek, Ont., in 1871, coming to Buffalo at an early age. In 1903 he went to Ohio, later becoming associated with Lunham & Moore. He had since been connected with the Marine Forwarding Co., Williamson Forwarding Co., Hecker Elvtr. and the Western Elevating Ass'n.

## NORTH DAKOTA

Sherwood, N. D.—Earl Heller has removed to Bartlett as agent for the National Atlas Elvtr. Co.

Landa, N. D.—A new 20-ton scale and Strong-Scott Air Dump were recently installed at the International Elvtr. Co.'s local plant.

St. John, N. D.—A new 20-ton scale, fitted with Strong Scott Dump was recently installed for the International Elvtr. Co. by T. E. Ibberson Co.

Upham, N. D.—International Elvtr. Co. recently installed a 20-ton scale and Strong-Scott Air Dump at its local plant. Ibberson made the installation.

Bartlett, N. D.—Earl Heller, of Sherwood, will be agent for the National Atlas Elvtr. Co. filling the vacancy made by transfer of Ben C. Wall to Devils Lake.

Devils Lake, N. D.—Ben C. Wall, of Bartlett, has been transferred here by the National Atlas Elvtr. Co. to fill the vacancy made by the resignation of Tom J. Gagan, who has retired.

Rolla, N. D.—A new electrically operated combination cleaner and grader machine has been installed in the Farmers Grain Co. elevator. It has a capacity of 300 to 450 bus. per hour.

Joliette, N. D.—The Victoria Elvtr. Co. contemplates building an annex to its local elevator. J. L. Parisian is manager. He is one of the oldest grain buyers in North Dakota, having been in the grain business for 44 years.

Sykeston, N. D.—O. J. Lundby is contemplating improvements for his elevator this spring; among them a widening and improved elevator driveway and installation of a larger capacity truck scale and a feed mill.

Grand Forks, N. D.—Stockholders of the Grand Forks Terminal Elvtr. Co. met recently to take action on the recommended plan to refund money held in trust, which was to have financed a rebuilding program. The board of directors decided Dec. 17 that the financing and building of a new plant such as had been contemplated, is not possible at this time.

Grand Forks, N. D.—L. H. Patten, Jr., formerly production manager at the state mill and elevator, has been appointed general manager of the Glencoe Milling & Elvtr. Co. at Glencoe, Minn. He assumed his new duties on Feb. 1 but his family will remain in Grand Forks until spring. Edward Gannon, formerly of Lewistown, Mont., has been appointed to succeed Mr. Patton at the mill and elevator.

Chaseley, N. D.—The Chaseley Grain Co. plans to install a feed mill. H. A. Rystad is manager.

Simcoe, N. D.—A judgment of \$5,012 against the Farmers Co-op. Elvtr. Co. in favor of John Kvame, McHenry county farmer, was awarded by the state supreme court recently. Overruling a decision by Judge G. Grimson of Rugby, the high court awarded the plaintiff the highest market value of his wheat between the time of conversion and the date of the trial. Kvame contended he had no notice of the sale of the wheat by the elevator in September, 1932, and did not learn of the conversion until July, 1933.

## OHIO

Rawson, O.—The Rawson Elevator property was damaged by windstorm Jan. 24.

Whiteville, O.—Whiteville Elevator recently purchased a large Sidney Sheller and Sidney Revolving Screen Corn Cleaner.

Springfield, O.—Fire reported as probably being of incendiary origin slightly damaged the plant of W. E. Tuttle & Co. on Jan. 20.

Sedalia, O.—Charles S. Bethards, well known grain dealer of Sedalia and Brookwater, was killed in an automobile accident while on a recent vacation trip in Texas.

Wapakoneta, O.—The Wapakoneta Farmers Grain Co. recently purchased a 16-inch hammer mill with 50-h. p. motor magnetic separator and starter from the Sidney Grain Machry. Co.

Bascom, O.—Bascom Elvtr. & Supply Co. has installed the ton Kwik-Mix mixer and large Ajax hammer mill, feeder and Sidney Electric Truck Hoist, purchased from the Sidney Grain Machry. Co.

Fort Loramie, O.—Bernard and Charles Midendorf will start a new elevator business here in the very near future. The old Sherman elevator is being remodeled for the purpose. For several years this building has been unused. William Sherman is owner of the structure.

Marion, O.—Old Fort Mills, Inc., announced the selection of L. C. Lindenberg as sec'y-treas. to succeed G. A. Holland, and the appointment of I. R. James as traffic manager and W. L. Short as sales manager. P. A. Turner, pres., stated the company will expand its sales territory. A large Ajax Hammer Mill with magnetic separator and dust collector, purchased from Sidney Grain Machry. Co., was recently installed.

Piqua, O.—Holland Mills, Inc., recently incorporated, is now in full operation. Equipped with the latest mill machinery, the plant has a storage capacity of 25,000 bus. Heading the new feed plant is G. A. Holland, long prominent in the feed industry. He was formerly connected with the MacMillan Feed Mills, the Allied Mills, and was one of the founders of the Old Fort Mills at Marion, O. A complete laboratory and a brokerage department are features of the new concern and advertising and merchandising services will be offered dealers. William Whitmore, formerly employed by Allied Mills at Ft. Wayne, Ind., recently accepted a position with the new company.

Hamilton, O.—Hamilton Equipment and Grain Center opened its doors to the public Jan. 22 when farmers and livestock owners were invited to visit the plant and inspect all departments. Entertainment was provided for the occasion by officials of the company. The business institution is housed in two modern buildings, both located on the 500 ft. lot. In one 8,000 sq. ft. of floor space is used for machinery display. This is the main building. Adjacent to it is the elevator, grinding, mining and feed storage unit. A 50,000 lb. Fairbanks Springless Dial scale with an electric weight recorder is located between the mill and the office. The elevator, mixing and grinding unit is equipped with a steel receiving grain dump large enough to accommodate 150 bus. to each load. The mill is equipped with an Eureka Grain cleaner. The 17 bins have a total capacity of 8,000 bus. A complete grinding and custom mixing service is also provided. The Grain Center will also operate the only grain drier in Butler County.

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Franklin, O.—Fedders Feed & Supply Co. has installed a Sidney Boot sheller with V belt drive, 35 ft. elevator, Sidney Scalper, hammer mill feeders, and 30-h.p. hammer mill with magnetic separator, purchased from the Sidney Grain Machry. Co.

## OKLAHOMA

Cashion, Okla.—W. E. Gilpin, 64, general manager of the Cashion Farmers' Co-op. grain elevator, dropped dead of heart ailment Jan. 12, at his home.

Arnett, Okla.—John Harris and L. D. Collins have opened a grist mill to operate as the "Arnett Sales Co." They will grind meal, graham flour and mill feeds and do custom grinding.

Checotah, Okla.—A half interest in the Futrell Elvtr. & Produce Co. was bot by Irving West, of Pierce, recently. The new firm will go under the name of Futrell & West Produce Co.

Fairfax, Okla.—The Farmers Supply Co. elevator is building a new office building, constructed of stone, and a dock at the west end of the present office room, which will be used for a cream buying station.

Apache, Okla.—Apache Milling Co. is erecting a building, 20x44 ft., to contain two stories and a basement. Machinery will be installed for the manufacture of poultry feed. Grinding is now being done in the mill proper.

Vici, Okla.—Work on modernizing the Kimbell Milling Co., formerly the Oklahoma Wheat Pool elevator, is well under way. The exterior of the structure is being covered with sheet iron and installation of new machinery will start immediately upon the completion of this work.

El Reno, Okla.—Canadian Mill & Elvtr. Co. has been sued by Frank Schott, who seeks compensation in the amount of \$312, alleging that on July 7, 1937, he stored 303 bus. of wheat in the mill and has not been paid therefor and the mill will not return the grain. He alleges that when he asked for it the price was \$1.03 per bu.

## PACIFIC NORTHWEST

Fulton (Portland p. o.), Ore.—Mail addressed to Pendleton Grain Growers, Inc., has been returned by the post office marked "unclaimed."

Oak Harbor, Wash.—The Lindbloom Co. has purchased the stock and good will of the Whidby Feed Co. from Cornie Rientjes and Harry Baan. Mr. Rientjes will be employed with the Lindbloom Co. in Oak Harbor and Mr. Baan will be located in the company's Mt. Vernon plant.

Portland, Ore.—Hugh Stoll has severed his connection with White Star Feeds, Inc., and formed his own company under the name H. J. Stoll & Sons. William Hortsman of San Francisco has been appointed manager of White Star Feeds, to fill the vacancy made by Mr. Stoll's resignation.

Beaverton, Ore.—The Findley Co., formerly the Berthold Nutrition Mill before its recent purchase by the Findleys, was opened for business Jan. 17. The new company will also do custom grinding, rolling, cleaning and feed and fertilizer mixing. A fertilizer department will be added to the equipment at once.

Kirkland, Wash.—E. Peterson, formerly manager of the Lakeside Feed Co., resigned recently to enter the feed and seed business on his own account.

Spokane, Wash.—Chester Black, grain inspector, entered suit against the Chicago, Milwaukee, St. Paul & Pacific railroad for about \$20,000, alleging that 18 months ago he injured his knee with a nail and sustained permanent injuries.

Lind, Wash.—A dirt fill of large proportions has been built at the Union Elvtr. & Warehouse Co.'s warehouse west of Lind, to be used as a driveway to the unloading platform, replacing a wooden trestle which has been torn away. The warehouse was recently improved by having a cement foundation placed under it.

## PENNSYLVANIA

Portage, Pa.—Elmer Roberts, for 27 years operator of a local feed store, passed away recently after a short illness.

Callensburg, Pa.—The Callensburg Roller Mill was destroyed by fire Jan. 13 with an estimated loss of about \$5,000. The mill was erected over a century ago and until 25 years ago was driven by a turbine water wheel. B. B. Heeter is the owner.

Philadelphia, Pa.—Louis G. Graff was elected pres. of the Commercial Exchange of Philadelphia Jan. 25, for his 14th term. Albert L. Hood was re-elected vice-pres. and Philip R. Markley, treas. Directors elected to serve for two years are Raymond J. Barnes, C. Herbert Bell, David McMullin, Jr., Charles I. Rini, W. H. Robertson and Stewart Unkles. Monroe A. Smith was elected director for a one-year term.

## SOUTH DAKOTA

St. Lawrence, S. D.—National Atlas Elvtr. Co.'s local plant was recently given a new roof by Ibberson Co.

Miller, S. D.—A new roof was recently put on the National Atlas Elvtr. Co.'s local plant by T. E. Ibberson Co.

Freeman, S. D.—Albert Kaufman, owner of the Park Lane Feed Co., recently installed a new grain cleaner in his elevator.

Barnard, S. D.—Harry Peterson has resigned his position as manager of the local elevator and taken a similar position at Frederick with the Frederick Equity Elevator.

Frederick, S. D.—Harry Peterson, of Barnard, is manager of the Frederick Equity Elevator. Mr. Peterson has been manager of the elevator at Barnard for several years.

Platte, S. D.—F. A. Adamek has moved to St. Cloud, Minn., where he recently bot the St. Cloud Flour & Feed Co. The Platte Flour Mills has discontinued business.

Iroquois, S. D.—Fire which is thought to have started from a hot box under the C. J. Stoner elevator completely destroyed the elevator and feed grinding machinery. The loss was estimated at several thousand dollars and was partially covered by insurance.

## SOUTHEAST

Mocksville, N. C.—E. P. Foster recently purchased a large Sidney Grader.

Leon, W. Va.—Leon Milling Co. has installed a Sidney Vertical Feed Mixer.

Arthurdale, W. Va.—The Arthurdale Co-op. Ass'n has bot the Preston County Milling Co.

Huntington, W. Va.—Harry W. Fish, sales manager of Gwinn Bros. & Co., passed away suddenly Jan. 22.

Buckhannon, W. Va.—Buckhannon Milling Co. has purchased a molasses mixing outfit from the Sidney Grain Machry. Co.

Charlotte, N. C.—C. W. Wise, 39, vice-pres. and general manager of the Piedmont Feed Mills, died suddenly Jan. 15.

Murphy, N. C.—Work on the new Murphy Mills structure, to replace the granary which burned down several months ago, has been begun by K. V. Weaver, owner. The mill will be 32x40 ft. and four stories high. About \$3,000 worth of new machinery will be installed; about \$2,000 of the old machinery was salvaged from the fire. It will be modern in every respect, and since it is being built on a hill, a driveway will be built to service the three floors, making all parts of the building accessible for hauling. Mr. Weaver will add a new line of feed to his products. While the new mill is being built he is maintaining a medium of exchange in an auxiliary building. Jack Hall is contractor.

## TENNESSEE

Memphis, Tenn.—Allied Mills, Inc., has opened a new mill here to handle about 50 per cent of the business formerly handled by its East St. Louis, Ill., plant. C. W. Lyddne has been transferred here from East St. Louis as manager.

## TEXAS

Brownfield, Tex.—Jim Lindley, manager of the Farmers Co-op. Feeds & Mill department, announces the grist mill is now in operation. A new feed crusher was recently installed.

Ed Roy (Odem p. o.), Tex.—Ed Roy Grain & Elvtr. Co. has been incorporated, to conduct elevator at Ed Roy. Capital stock, \$10,000. Incorporators, William Heuermann, R. D. White and Lola M. Heuermann.

Vernon, Tex.—R. J. Byars has purchased the Johnson Grain & Feed Co. and is in active charge of the business. Mr. Byars was formerly manager of a grain elevator at Oklaunion and has been engaged in the grain business for many years.

Fort Worth, Tex.—D. K. Sterrett, 71, pioneer Oklahoma grain man, died Jan. 13 of a heart ailment following an operation. Mr. Sterrett, a native of Pa., moved to Oklahoma in 1895. He later moved to Oklahoma City and served as mill superintendent of the Oklahoma City Mill & Elvtr. Co. for 20 years. For the last 15 years he was with the Fort Worth Elvtr. Co.

Lubbock, Tex.—Economy Mills, feed mill originally established in 1925, suffered the second disastrous fire of its history when the mill and hay warehouse housing offices, machinery and warehouse space were destroyed early Jan. 14. The loss is estimated at approximately \$30,000 for the main mill. One fireman was seriously injured when caught inside by a falling pipe following a dust explosion. Smoke was smelled in the mills the day preceding the fire, said Claude Tatum, assistant manager. "We found a small fire had started from the hammermill, caused by friction of steel striking, but we believed we had extinguished every vestige of it," he stated.

Fort Worth, Tex.—Gaylord J. Stone, president and general manager of Universal Mills, was elected president of the Chamber of Commerce by the unanimous vote of the new directors in their initial meeting. Mr. Stone has been prominent in business and civic circles of Fort Worth for many years. He was born in Marion, Va., and came here in 1921 from Maryland where he operated a dairy farm from 1912 to 1920. He engaged in the mixed feed manufacturing business here, later adding a flour mill, which latter he enlarged in 1930 to a 2,000-bbl. capacity. Mr. Stone is past president of the Texas Feed Manufacturers Ass'n and the Fort Worth Grain & Cotton Exchange, and is a former director of the American Feed Manufacturers Ass'n. He belongs to the Exchange Club, Fort Worth Club and the River Crest Country Club.

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Fredericksburg, Tex.—The Reliance Roller Mills, until recently under the management of Albert Moellendorf, deceased, is being operated by Harold Loitz, who has leased and assumed management of the mill. He will do custom grinding as well as manufacture flour.

Ft. Worth, Tex.—Universal Mills, at its annual convention Jan. 12-14, held an interesting program of addresses and discussions dealing on subjects of interest to cattlemen and poultry raisers. Gaylord J. Stone, pres. of the mills, was host to more than 300 delegates from southwestern states. An open house meeting, with barbecue picnic and an inspection trip thru the mills, closed the session.

## WISCONSIN

Cumberland, Wis.—L. C. Kirk, formerly of Emerald, is operating the Farmers Union Station.

North Bend, Wis.—Walter Bourn, who operates a feed store and mill in Ettrick, has opened a similar business here.

Osceola, Wis.—R. W. Corey has improved his plant by adding a modern hammer mill placed in the basement of his building.

Milwaukee, Wis.—The rate of interest for the month of February, 1938, has been determined by the finance committee of the Milwaukee Grain & Stock Exchange at 5 per cent.

Bloomer, Wis.—Fire damaged the Carl Petschow Feed Mill recently. The loss is estimated to be between \$1,200 and \$1,300. Mr. Petschow will probably repair the building at once.

Superior, Wis.—Samuel Sharpe Turney, 75, pioneer feed, grain and flour dealer, died Jan. 19. He was born in England and settled in Canada in 1888, coming to Superior in 1890 where he founded the Turney Feed Store in 1901 and in 1906 built the Turney elevator on Superior Bay. Mr. Turney was a charter director of the former Superior Board of Trade and upon its dissolution became a member of the Duluth Board of Trade.

## Feeding for Hatchability

By C. W. SIEVERT

It is a scientific fact long recognized by successful poultry raisers, that proper feeding is a very important factor in producing good eggs for hatching. It has been known for a long time, too, that alfalfa, dry milk, minerals and the sunshine vitamin D are all necessary in any breeding ration for high hatchability. Some new and valuable information has now been developed that will help still further to control this problem.

Dr. H. W. Titus and co-workers of the Federal experiment station at Beltsville, Maryland, have shown that too much calcium (lime) will decrease hatchability while too little of it causes a decrease in egg production. In other words, without any other change in the ration the more lime a hen is allowed to eat the more eggs she will lay but the hatching percentage will go down.

There is a happy medium, of course—a right amount of calcium to mix in the feed to get good hatchability without seriously affecting the egg yield. Dr. Titus states that approximately 2 per cent of the element calcium in the total ration is satisfactory for 200-egg birds. Five per cent of oyster shell or high grade limestone will furnish this amount. Birds of lower production require somewhat less.

A.A.A. soil diversion benefit payments in excess of \$10,000 each were made to 33 farm operators between Aug. 16 and Dec. 8 for participation in the 1936 conservation program. Among the large payments were \$28,544 to the River Farms Co., Knights Landing, Cal.; \$35,868 to Hawaiian Commercial & Sugar Co.; \$57,080 to the Fajardo Sugar Growers Ass'n, Puerto Rico.

## Books Received

ILLINOIS PERFORMANCE TESTS, 1937, records the yield, moisture, and damage for each of several hundred varieties of hybrid corn supplied by some forty growers. Bull. 440, University of Illinois Agricultural Experiment Station, Urbana, Ill.

CENTURY OF BUSINESS PROGRESS CHART maps the ups and downs of United States business for the past 100 years, the course of commodity prices, movements of stocks and bonds and wage rate per hour. In six colors on substantial paper, 48 ins. wide, with explanatory text. The Century Press, Toledo, O. Price, \$1.

INTERSTATE COMMERCE COMMISSION 51st annual report reviews investigations for the year preceding Nov. 1, 1937. Among the contents are data on abandoned railroad mileage, class rate adjustments, drought and flood relief rates, legislative recommendations, rail-water rates, railroad rate increases, safety, service, and carrier statistics. Cloth bound, 177 pages. Superintendent of Documents, Washington, D. C. Price, 55c.

FEED BULLETIN, 1937, by John B. Strange, commissioner, Department of Agriculture, State of Michigan, gives the details of Michigan's amended feed law, showing what parts of the old law have been deleted, and what changes have been made. Definitions of feeding stuffs and the state laboratory analyses of mixed feeds sampled within the state of Michigan are published. Available from the Department of Agriculture, Lansing, Mich.

STABILIZING CORN SUPPLIES BY STORAGE, by Geoffrey Shepherd and Walter W. Wilcox, is a 52 page booklet that credits farm storage of corn with "reducing fluctuations in corn supplies, on the average, by one-fifth," and figures the cost of storing corn on the farm at 3c per bushel per year. The summary of the authors expresses a conviction that "stabilizing corn supplies . . . would stabilize hog supplies, prices and total incomes. Described are projects 462 and 520, Iowa Agricultural Experiment Station. Bulletin 368, Agricultural Experiment Station, Ames, Ia.

DESCRIPTION OF THE OFFICIAL STANDARDS for Wheat, Oats, Barley, Rye and Linseed, Crop Year; 1936-37, is an 87-page bound volume giving the standards established by the Argentine National Grain & Elevator Commission to govern the marketing of the 1936-37 Argentine crops. Presented, together with the data on standards, are the results of an investigation to determine the relationship between standards created with samples coming from different sources. The commercial value of the wheat, malting barley and linseed standards is described. Available from the commission named. Address Buenos Aires, Argentina.

SAFETY DATA AND YEAR BOOK FOR 1938 is a pocket size booklet filled with safety suggestions for terminal grain elevators, flour mills and grain processing plants. The booklet is a diary, with spaces for a week's notes on each page, and the safety thought is carried out with practical safety suggestion after each date. The booklet makes 31 practical safety suggestions applicable to elevators and grain handling plants, such as: "Use extreme caution in crossing all conveyor belts. . . . Don't tear out grain doors and leave them lay. . . . No adjustments or repairs should ever be made while a conveyor is in motion." Published by the Society of Grain Elevator Superintendents. Price, 20c for single copies; 11c each in lots of 101 or more. Address C. W. Turning, p. o. box 261, Duluth, Minn.

THE QUALITY OF ARGENTINE STANDARD WHEAT GRADES, 1936 Crop, offers the comments of Eng. Carlos Roj, chief of the industrial quality laboratory, at Buenos Aires, to Eng. Andres Barcos, chief of the official types and analyses division of the National Grain & Elevator Commission of the Argentine Republic, applying to the grade quality report of Messrs. W. F. Geddes and T. R. Aitken. "Argentine wheat production," he says, "owing to its uncontrolled development, undefined direction . . . and cultivation over considerable extremes of latitude and climatic conditions, has resulted in the origination of a considerable number of varieties of distinctly different intrinsic qualities." The report is available from the National Grain & Elevator Commission, Trade Control & Economic Research Division, Buenos Aires, Argentina.

## Shippers' Certificate of Weight

for use in advising receivers of the amount and grade of grain loaded into a car. Especially adapted for filing claims for Loss of Weight in Transit. Each certificate gives: "Kind of scale used; Station; Car Number and Initials; Shipper's Name;—lbs. equal to—bus. of No. —; Date scales were tested and by whom; car thoroughly examined and found to be in good condition and properly sealed when delivered to the ————R. R. Co.; Seal Record, name and number, sides and ends; marked capacity of car; date; name of the weigher." On back is a form for recording the weight of each draught.

Printed and numbered in duplicate. Originals on Goldenrod Bond; duplicates on tough pink manila in two colors of ink. Well bound with heavy hinged pressboard covers. 75 originals, 75 duplicates and four sheets of carbon paper. Size 4½ x 4¾ inches. Weight 11 ozs.

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Each of the 125 original leaves bears four scale tickets, is machine perforated, printed on white bond, size of tickets 3x6¾ inches. The 125 duplicates are printed on manila, but not perforated. Check bound at top of tickets with hinge top cover, 500 tickets in each book arranged horizontally. Each book 7½ x 12 inches. 250 leaves with 5 sheets of carbon.

Each ticket has spaces for following record: "Owner, Hauler, Grain, Grade and Dockage, Gross, Tare, Net, Total Dockage, Net Pounds, Bushels, Price and Amount, Storage Ticket No., Station Ticket No., and Date, Weigher, Name of Firm or Buyer." Order Form 19GT Duplicating. Price \$1.20 plus postage.

Triplating is the same form as 19GT described above with 125 sheets strong white tissue for buyer, bound in between the original tickets for hauler and the duplicate for headquarters so as to make three copies with one writing. Five sheets dual faced carbon. 375 leaves, weight 3 lbs. Order 19GT Trip. Price \$1.65 plus postage.

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# Field Seeds

**Knoxville, Ia.**—Earl E. May Seed Co. has opened a retail store here.

**Hazel, Ky.**—A seed and implement store is being opened here by J. T. Taylor.

**Iowa City, Ia.**—The Brenneman Seed Co. is removing to larger quarters which are being remodeled.

**Yakima, Wash.**—The Yakima Seed Co. has taken out a building permit to remodel its store.

**Manteca, Cal.**—The Manteca Warehouse, Inc., seed store has been moved to new quarters on Highway 99.

**Louisville, Ky.**—The annual convention of the Kentucky Seed Dealers Ass'n was held in the Kentucky hotel here Feb. 1.

**Monroe, N. C.**—Griffin-Hargett Feed & Seed Co. has been organized by G. H. Clontz, J. Earl Griffin and R. S. Hargett.

**Dunkirk, N. Y.**—Lake Shore Seed Co., and Dunkirk Seed Co., have merged. They continue operation under the former's name.

**Grand Rapids, Mich.**—Philo E. Rich has been appointed assistant sales and production manager for the Alfred J. Brown Seed Co.

**Pontiac, Ill.**—Jerry Potter, manager of the Putnam Grain Co. for the past two years, is new manager of the Pfister Hi-Bred Seed Corn Co.'s local plant.

**Corvallis, Ore.**—About 150 seed growers and dealers attended the conference here Jan. 26, which is annually sponsored by the state college agricultural extension service.

**Winchester, Ind.**—We are coming into the little chick season and we anticipate a very good feed business for the next three or four months.—Goodrich Bros. Co., C. C. Barnes, ex. v. pres.

**Dallas, Tex.**—The Texas Seed & Plant Board and the Certified Seed Breeders Ass'n convened here Jan. 14-15, after inspection of the Garland soil conservation project during the morning of the 14th.

**Kingman, Kan.**—The seed, feed and produce firm of Ehmke & Morton has been changed to Morton & Staley with the purchase of John Ehmke's interest by Joy Morton and its resale to Glen Staley.

**Thomasville, Ga.**—Tuck & Stribling have succeeded Watt & Tuck in the seed and feed business here, and have remodeled the store. The new member of the firm is Herbert Stribling, younger brother of the deceased W. L. "Young" Stribling of boxing fame.

**Harrisburg, Pa.**—W. Ray Hastings, the American Seed Trade Ass'n's chairman of the All-America Selections, and advertising and sales manager of the H. G. Hastings Co., Atlanta, Ga., has become connected with McFarland Publicity Service, where he will handle advertising and publicity for seed firms.

**Waterloo, Neb.**—Cornhusker Hybrid Co. has been organized by Harlan G. Coy, Burton W. Coy and Amos K. Gramlich, for the production of hybrid seed corn. The Coys are grandsons of Chauncey P. Coy, pioneer Nebraska seedsmen. The third member of the firm is an experienced seed grower.

**Postville, Ia.**—H. E. Roberts, manager of Hall Roberts' Son elevator, has filed two seed loans, each for \$10,000. One covers 600 bus. of Idaho grown Grimm alfalfa; the other, 50 bus. of Idaho alsike clover, 520 bus. of Idaho Grimm alfalfa, and 215 bus. of Cossack alfalfa seed. The seed was sealed in the Postville elevator.

**Iowa City, Ia.**—Arrangements have been completed by the National Hybrid Corn Co., Anamosa, Ia., for erection of a 3-story seed corn handling plant to replace the one here that burned last Dec. 12. Details are still incomplete, but construction is expected to start by early spring, so that the plant may be completed for the fall harvest.

**Storm Lake, Ia.**—J. C. Parriott, 48, Minneapolis, traveling salesman for the Minneapolis Seed Co., was found dead in his car off highway No. 5 near here, apparently stricken with a heart attack while on his way to the Farmers Grain Dealers Ass'n convention at Des Moines late last month. Tho his car was in the ditch, it had remained upright. Surviving are his widow and a son.

**Corvallis, Ore.**—Setting up of seed testing stations in Hillsboro, McMinnville, Salem, Albany, and Junction City or Eugene is involved in a new plan now under consideration by George Hyslop, of Oregon State College, for improving seed laboratory service. The stations would be open for three or four months each year, depending upon the length of season, to make purity tests, but germination tests would continue to be confined to the Corvallis laboratory.

**Salt Lake City, Utah.**—At a conference with the State Crop Improvement Ass'n Dr. R. J. Evans, head of the Utah State Agricultural College agronomy department, reported only 3,864,000 pounds of alfalfa seed was produced in Utah in 1937. When this is cleaned the quantity will probably be reduced to about 3,000,000 pounds of number one seed. Utah farmers should plant at least two-thirds of this amount. Already large quantities have been shipped to other states. Unless steps are taken to retain this seed it will be necessary to ship in unadapted seed.

## Florida to Have Seed Council

A meeting of Florida seedsmen and state agricultural workers at Gainesville early in January opened the way for organization of the Florida State Seed Council.

Representatives present decided that the Council should be made up of one member each from the Florida Experiment Station, the Extension Department, the State Plant Board, the Florida Seedsmen's Ass'n, the Southern Seedsmen's Ass'n, the truck growers, and the general farmers.

A meeting for further consideration of the plan was scheduled for early February.

## Seed Thief under Arrest

Tom "Buck" Stevens was recently placed under arrest at Coal City, Ia., on instructions from the Missouri state police.

With a companion Stevens visited a seed house at St. Joseph, Mo., and ordered the shipment of several hundred dollars worth to Glenwood Junction, a small way station, where Stevens took the seed on arrival, without paying for it.

## American Seed Trade Will Meet in Detroit

The executive com'te of the American Seed Trade Ass'n has selected Detroit, Mich., as the meeting place for the 1938 convention of the ass'n, and has established June 20-23 as the dates for the 1938 annual convention.

The Farm Seed Group's annual meeting was scheduled for Monday, June 20, the regular sessions of the convention to follow on the succeeding three days.

This decision was reached at the regular mid-winter meeting of the com'te in the Palmer House, Chicago, Jan. 24, over which H. H. Hobbs, pres., presided. A wish was expressed at the same time that the 1939 convention be taken to San Francisco, Cal., when the Golden Gate International Exposition will be in progress.

## New Yellow Seed Corn

By A. D. JACKSON

The corn experiments of the Texas Station conducted during the last several years by Dr. Mangelsdorf have resulted in the development of a number of superior strains and varieties of corn. One of Dr. Mangelsdorf's earlier achievements in this program was the development of sweet strains of several field varieties of corn in Texas. This accomplishment has given sweet corn growers varieties suited to Texas conditions and which resist earworm damage. A variety with a red shuck marker has been developed for these sweet strains and seed of this type is in the process of increase and will be available in a small way next year.

To meet the need for high yielding yellow corn, Dr. Mangelsdorf utilized the opportunity offered in his breeding experiments to incorporate the yellow color in several of the high yielding Texas white corn varieties. Before this breeding work was done, the white varieties in the South gave considerably higher yields than the yellow varieties. The yellow color evidences the vitamin A content of the grain.

One of the most universally adapted white corns has been Surcropper developed by the Ferguson Seed Farms. The Texas Station breeding work has taken this variety and introduced the yellow color without reducing the yielding qualities of the variety and now farmers can grow Yellow Surcropper with confidence that their yields will be as high as if they were growing White Surcropper. Furthermore, the Station has increased the seed supply of this Yellow Surcropper and seed breeders and farm growers have on hand for distribution to planters enough seed supply for a considerable acreage during the coming season.

The Texas Experiment Station is the only source of registered Yellow Surcropper seed and the supply for the present season is completely exhausted.

## Directory

### Grass & Feed Seed Dealers

**CRAWFORDSVILLE, IND.**  
Crabbs, Reynolds, Taylor Co., clover, timothy.

**GREEN SPRINGS, OHIO**  
The O & M Seed Co., seed merchants.

**PAULDING, O.**  
Stoller's Seed House, wholesale field seeds.

**ST. LOUIS, MO.**  
Mangelsdorf & Bro., Ed. F., wholesale field seeds.

## ED. F. MANGELSDORF & BRO.

Buyers and sellers of  
Sweet Clover, Alfalfa, Lespedeza, Clovers, Timothy, Grasses, Fodder, Seeds, Sudan Grass, Soy Beans, Cow Peas  
St. Louis, Missouri



## Seedsmen and Scientists Confer in New Jersey

Seed breeders, growers, and wholesalers from Connecticut, New York, Pennsylvania, Maryland and New Jersey met with scientists at the New Brunswick, N. J., experiment station, Jan. 14, for their second annual conference. More than 100 were present at the two sessions, one of which was devoted to field crops.

DR. J. G. LIPMAN, director of the experiment station, welcomed the delegates, and sketched economic nostrums in our national life, declaring wealth is increased by improvement in quality and methods of production of crops and livestock, together with lowering of costs.

Seed certification, viability, purity, and freedom from disease and insects he considered important to farmers, and the preparation of seed to this end he considered a duty of the seedsmen.

DR. H. B. SPRAGUE, station agronomist, listed hybrid and field corn, oats, spring barley and soybeans in his "New Additions to the List of Recommended Field Crop Varieties." He also recommended varieties of field crops that have been approved for certification in New Jersey.

PROF. H. R. Cox, extension agronomist, recommended crops to plant to compensate for the short supplies of adapted clover and alfalfa seed.

DR. HAENSLER recommended treating corn and small grains for disease control, contending that an increase of three to five bushels of corn per acre at a cost of only 2c or 3c per acre is sufficient reason for the recommendation.

JESSIE G. FISKE, New Jersey seed analyst, listed "Proposals for Additions to the List of Noxious Weeds for New Jersey." John K. Crain, Englishtown, discussed "Sales of Certified Seed by Local Dealers." Merritt Smith, Mountain Holly, N. J., told "How Hybrid Seed Corn Is Produced."

## Sorghum Seed Labeling System Changed

A change in the labeling of sorghum seeds in Kansas has followed designations set up by the Control Division of the Kansas State Board of Agriculture, specifying four kinds of sweet sorghum seeds. The designations are:

**CERTIFIED SEED**, meeting the requirements of the Kansas Crop Improvement Association.

**SEED SUFFICIENTLY PURE** to be named according to variety and containing not more than 5% of other varieties or kinds.

**FODDER CANE—VARIETY TYPE**, which shall contain 51% or more of the variety named by type.

**FODDER CANE** with no variety type mentioned.

This improved system of labeling sorghum seeds was decided upon at a joint meeting of the Control Com'te and Kansas seedsmen at Topeka on November 23rd, and has been approved by Kansas State College authorities.

The Kansas State Board of Agriculture asks that seedsmen adhere strictly to these standards in the labeling of sorghum seeds. Complete information may be obtained by writing J. C. Mohler, Secretary of the Kansas State Board of Agriculture, Topeka.

## Wheat Seed Cleaned in Southern Indiana

Eight counties in southern Illinois and eight in southern Indiana, the sections bordering the Wabash and Ohio rivers, are enjoying the benefit of 10 portable seed wheat cleaning and treating machines thru the cooperation of the extension division of Purdue University, the University of Illinois and the research division of Igleheart Bros., of Evansville, Ind.

During the 1937 fall sowing season these machines, moving from farm to farm, cleaned 149,539 bushels, and treated 29,942 bushels of seed wheat in Knox, Posey, Gibson, Vanderburg, Daviess, Sullivan, Warrick, and Spencer counties in Indiana; cleaned 61,438 bushels and treated 22,462 bushels in Wabash, Edwards, Wayne, White, Gallatin, Lawrence, Washington, and Richland counties in Illinois. In the 16 counties the 10 machines cleaned a total of 210,977 bushels of seed wheat, and dust treated 52,404 bushels to protect it from smut.

Cleaning up the smut hazard leads among the purposes of the machines. In both states smut has often ruined a farmer's wheat for milling purposes. These portable cleaning and treating machines play a dual role insuring a larger yield of better wheat and free from foreign matter.

## Seed Movement in January

Receipts and shipments of seeds at the various markets during January, compared with January, 1937, in bushels, except where otherwise indicated, were:

	FLAXSEED		Shipments	
	Receipts		1938	1937
Chicago	384,000	3,000	.....	104,000
Duluth	218	85	7,134	39,425
Ft. William	1,985	5,711	2,635	59,993
Minneapolis	179,200	.....	42,340	.....
<b>KAFIR AND MILO</b>				
Galveston	.....	.....	88,141	.....
Hutchinson	9,100	19,500	.....	.....
Kansas City	207,200	77,000	129,600	40,800
St. Joseph	9,000	0	7,500	0
Wichita	11,700	.....	.....	1,300
<b>CANE SEED</b>				
Kansas City	14,000	18,200	1,200	3,000
<b>SORGHUM</b>				
Ft. Worth	331,800	173,600	141,400	152,600
<b>CLOVER</b>				
Chicago, lbs.	1,212,000	1,048,000	765,000	471,000
Milwaukee, lbs.	116,690	413,760	.....	61,100
<b>TIMOTHY</b>				
Chicago, lbs.	185,000	321,000	529,000	370,000
Milwaukee, lbs.	37,685	75,070	66,540	.....
<b>SOYBEANS</b>				
Chicago	266,000	413,000	529,000	370,000
Toledo	161,000	.....	.....	.....

## Seed Barley Judged at Lewiston School

Grain dealers and farmers submitted samples of seed barley to federal grain inspectors and federal supervisors for opinions regarding their quality at the Lewiston, Minn., barley school on Jan. 7.

The day was a gala occasion at Lewiston. More than 120 grain dealers and farmers attended the school to learn more about barley standards, and the requirements of terminal market buyers, and maltsters. Nearly 100 samples of seed barley were turned in for inspection, and were analyzed for purity, disease, weed seed content and market class, and Lewiston business men offered prizes for the best threshed barley, the sample most free from disease, and the best sample of malting barley.

Extension specialists, and representatives of the federal grain supervision service discussed grading, marketing and production problems affecting malting barley.

Educational measures to promote the growing of better grades of malting barley have aroused interest wherever these schools have been held. Meetings similar to the one held at Lewiston attracted crowds of 120 to 250 in Winona, Goodhue and Dakota counties, Minnesota; and excellent attendance was marked at a series of barley schools that opened in eastern Wisconsin during the middle of January under the direction of George Briggs, extension agronomist from the University of Wisconsin.

The Wisconsin meetings were held at Markesan, Green Lake, Seymour and Chilton, and the programs included lectures on barley diseases and their prevention, as well as practical instruction in the analysis of barley samples.

Similar schools have been scheduled to be held in western Wisconsin, during February and in central Wisconsin during March. The dates and places are Bangor, Feb. 8; Wau- mandee, 9; Ellsworth, 10; New Richmond, 11; Menominee, 12; Fond du Lac, Mar. 7; Sheboygan, 8; and Manitowoc, 9.

No serious drouths will occur in the United States before 1975, predicts Dr. C. G. Abbott, sec'y of the Smithsonian Institution, an outstanding student of sun spots and their effect on weather.

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SEED OATS - SEED BARLEY  
GARDEN SEED - GRASS SEED  
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**Clover and Timothy Seeds**  
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SIOUX FALLS, S. D. CARROLL, IA.  
BILLINGS, MONT.  
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## Looking Ahead in the Seed Trade

by FRED W. KELLOGG, Milwaukee, Wis., before Farm Seed Group.

When we speak of demand and market for agricultural seeds, during the fall and winter months, we must mean there is a good or poor demand between elements of the seed trade and the market reflects the speed by which seedsmen are willing to take the available supplies from the producing farmer, or to trade them among themselves, or with other sections of the distributive system.

Except for such sales as may be made for fall planting or to be exported, every single transaction in agricultural seeds during this period is within the industry itself and, more often than not, the transactions are carried on without too much regard for the economic factors and price relationships which will finally influence the demand for actual use, and determine the real market. After all, it makes but little difference what has occurred within the industry itself, during this period, or the price level which has been established as a result of such activity, if the consuming farmer cannot, or does not, come into the picture at the expected time to support the price level which has been established for him and relieve the industry of the supplies it has accumulated.

**False Price Structure.**—We must not forget that except for such quantities of seeds as have actually gone into the ground for fall planting or have been exported to other countries, the entire production is still on hand above the ground, six to seven months following the harvest season. If an unwarranted price level has been created purely as a result of competitive practices within the industry itself, a false price structure is built up. Wholesalers buy directly or indirectly from producers or jobbers, and distributors buy from wholesalers and, of course, all of these groups take orders from retailers usually for delivery at a date in the too distant future.

Many times these so-called orders are merely options given without a consideration and which are often only exercised when there is a price advantage to the purchaser. The point is, however, that when this entire structure is erected upon a shifting foundation of an unjustified price level, it frequently collapses like a house of cards.

Then, we have cancellations, price adjustments, rebates, uncalled for purchases, demoralized prices, and all of the ills to make the unsatisfactory situations which develop too often prior to and during the short season in which agricultural seeds are actually used. Industrial methods and practices which permit such frequent and painful demoralization need to be overhauled. Seed values are related to other economic factors and the system I suggest would permit the seed trade, as it goes through the buying season, to maintain more equitable price relationships than has been the case in this and so many other seasons.

It should be the objective of every industry, as well as a safeguard to itself, to maintain the value of its products upon an equitable basis of exchange with the products or services of its prospective customers. This is also the responsibility of the seed trade, but I know it will be said a system such as I have suggested might be all right in other industries, but could not possibly apply to agricultural seeds. Now, I do not hesitate to say, seedsmen do not enjoy greater security largely because they have always been too obstinate to realize that sound principles which have been successfully applied elsewhere could also be applied to the seed business, with equal success.

**Buying Seeds in the Dirt.**—There are other adjustments in the buying field which can and should be made. The trade needs to discard its wasteful practices and the most wasteful of these, I believe, is the practice of buying seeds "in the dirt." Dockage is the cause of much argument between buyer and seller because it is now a matter of compromise, whereas it should be one of actual fact. Dockage is also a weapon the trade puts into the hands of its traveling buyers, often to be used recklessly and sometimes without reason. Moreover, it is a dangerous element of competition within the industry.

The buying system should be such that competition is in the matter of price alone and the dangerous element of dockage, as a factor of competition, should have been eliminated long ago. To dispose of this unsound practice would not only be a great benefit to the seed trade, but an indirect one in weed control. To eliminate effectively it would mean a departure from a traditional policy. Many realize the absolute need for such a change, but there has been no attempt made to formulate a sound program with some means of translating it into action.

**Dockage.**—There are some things an industry cannot do for itself and the determination of dockage, accurately and fairly, to those concerned, falls within this field. It must be done by a disinterested official agency. The Bureau of Agricultural Economics of the United States Department of Agriculture is authorized by existing law to provide such a service to the seed trade upon the basis of actual cost to those seedsmen who may desire to subscribe to it voluntarily. This group could dispose of one of the most troublesome problems of the seed trade, if at this meeting it took such appropriate action as might be necessary to make this type of service available to its members on a purely voluntary basis.

I venture the prediction that if such an arrangement were concluded and applied initially to timothy seed in the next producing season, it would not be long before an urgent demand would develop to extend the system to include every other kind of agricultural seed to which it could be applied successfully.

## Favor 10% Marketing Pool

At a meeting in Spokane, Wash., Jan. 24 of the North Pacific Grain Growers, Inc., it was the unanimous expression that that body go on record in favor of the creation of a 10 per cent pool of the crop the coming season to increase the efficiency of the growers' sales agency.

Each director, evidencing his interest in the program agreed to place a tenth of his wheat in the pool. The thought was if a large demand developed to facilitate sales to the best advantage of all it would be necessary to have a reservoir of wheat to draw on.—F. K. H.

## Farm Seed Group Hears Outlook for Future

"Prices being paid for some legume seeds a few months ago were not only high in terms of money, but were especially so when expressed in terms of milk, corn, and other farm commodities," declared Fred W. Kellogg, Milwaukee, in the principal address before the annual mid-winter meeting of the Farm Seed Group of the American Seed Trade Ass'n, held at the Palmer House, Chicago, Jan. 24. "More pounds of milk are required to buy 100 pounds of red clover seed at present than at any time since 1910 with but a single exception. Corn is in practically the same exchange position.

"The (immediate) prospect seems to be for a demand sufficient to absorb the legumes and a good volume in grasses and other seeds upon a basis satisfactory to seedsmen, providing they have the courage to make the necessary price adjustments now," he said. "The immediate outlook for the seed trade rests almost entirely with seedsmen themselves." More of his address appears elsewhere in this number.

J. GEORGE MANN, chairman of the American Seed Trade Ass'n's traffic com'te, urged the seedsmen to take more interest in traffic problems.

A. W. LIVINGSTON, chairman of the legislative com'te of the American Seed Trade Ass'n, reviewed eight different plans for seed legislation that have been submitted to his com'te, one of which (the Coffee Bill) has been submitted to the agricultural com'tes of Congress. Open hearings on this bill will be held, he said, when the bill is introduced.

DR. R. H. PORTER, of the Iowa Agricultural College seed laboratory, Ames, explained methods employed to make purity tests on seeds such as Kentucky blue grass, orchard grass and others.

Dr. Porter demonstrated his perfected seed blower for making separations and purity tests on light seeds.

JOHN NICOLSON, Shenandoah, Ia., discussed the federal government's soil conservation program, and the Farm Bill now in conference com'te for compromise of differences between the House and Senate. Money allotments for soil conservation are not dependent upon passage of the Farm Bill, he said. Farmers may be expected to receive as much soil conservation money this year as last.

The meeting, over which Chairman Ed. Mangelsdorf, St. Louis, presided, was considered one of the best attended and most instructive in the many successful meetings held by the Farm Seed Group.

All these schemes of redistributing income represent at bottom merely modern variants of the age-old game of stealing what someone else has produced, of getting an advantage for your group at the expense of some other group. The method of science is, instead of this, to create more income.—Dr. Robert A. Millikan, pres. California Institute of Technology.



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SEED TRADE REPORTING BUREAU  
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## "One Year Removed" Seed Corn Safe?

By E. M. GILLIG, North Dakota State Seed Commissioner

Native North Dakota or Northern Minnesota corn is sometimes moved to Southern Minnesota or South Dakota by certain seed companies and private individuals, where it is grown for one year in order to get a large increase and a high germination. Then it is shipped back north and sold for planting purposes. Such seed corn is commonly called "one-year removed" seed.

The growing of northern corn for one year at a location farther south does not seem to set back its early maturity, and may be considered very satisfactory corn when it is brought back to the approximate locality, after one year, from where it originated.

There is, however, a very serious hazard involved in buying such "one-year removed" seed corn in the spring. If this corn were all truly as represented, there would be no risk, but the trouble comes with the practice of working in a lot of corn from the south that never saw the north before. This is a common enough practice so that we are warranted in issuing this warning. This malpractice prevails to such an extent that it almost spoils the legitimate "one-year removed" seed corn business. Anyone calculating to buy any such corn should exercise the greatest precaution and demand the most absolute kind of proof before he accepts it.

The State Seed Commissioner is empowered by law to absolutely control any malpractice of this nature which may exist and he advises that no seed corn merchant or peddler should offer any "one-year removed" seed corn in this

state unless he first presents the full credentials of such corn to the Seed Commissioner for examination and approval. Any purchaser of this class of corn can then have a ready reference by which to guide him in checking up on the reliability of the seed he is purchasing.

It is also required by state regulation that all corn which is truly of the "one-year removed" class must be specifically labeled, plainly on each bag, with the term "one-year removed" seed corn, giving the name of the county and state from which it first originated, as well as the name of the county and state to which it was moved for one year's increase.

## New Blight-Resistant Milo

By A. D. JACKSON, College Station, Texas

Until some three years ago, according to R. E. Karper, in charge of sorghum investigations for the Texas Experiment Station, milo had been free from troublesome diseases.

In 1935 it was estimated by county agents and others that as much as fifty per cent of the milo acreage in some of the high milo producing centers was destroyed. This brought more careful search and the spread was found far more extensive than had been suspected. Infected milo fields are found widespread over the grain sorghum area and particularly in the vast Red Beds Region from Edwards Plateau to Red River where milo has been the main dependable grain sorghum. Even in the High Plains Region, the disease is becoming prevalent and the infection extends as far east as the Blacklands. Darso at the Temple Station was found last season to be infected with the disease.

The soil-borne causal organism, known as Pythium, a fungus causing the root rot in milo, having become widespread can only be combated with resistant varieties. It persists in the soil for a long time apparently without a host and infected soil carried to the greenhouse and thoroughly dried out continues virulent, and infects susceptible plants even after long freedom from any sort of plant growth. The disease is characterized by the dying of the plants from a month to six weeks after planting, but the most sinister feature is the slow attack that may not be noticed by the farmer until he finds he has made only a third of a crop.

Practically all the milo grown in Texas today is Dwarf Yellow milo No. 670, developed and distributed from the Texas Station during the past fifteen to twenty years. This popular variety of milo has proven to be highly susceptible to the disease and must be replaced by another variety.

The seed from resistant plants were planted in head-to-row plats back on the diseased field from which the original selections were made and in the fields on the stations at Lubbock, Chillicothe, and Spur. From these plats some twenty of the best producing strains were selected for increase, thus giving a supply of seed which proved to be resistant and productive. The selection work was continued, however, and from these twenty high producers the best strains are now being increased to furnish a new seed supply of milo in Texas.

Last year Mr. Quinby rented a piece of disease infected land and used it to expose all of these selections to the disease. The result from these fields showed that those strains found to be resistant in the greenhouse were resistant under disease conditions in the field. It turned out that the greenhouse enabled the speeding up of the breeding processes and enabled production of good supplies of seed much sooner than if field trials had been the only available means. It has also turned out that the best yielders of the resistant strains are also as high or higher yielders than were the best types in use before the disease appeared.

Mr. Karper states that a small quantity of the new strains was placed in the hands of each of the certified sorghum seed growers in Texas in the spring of 1937 and the increase from this stock, as well as some 20,000 pounds grown by D. L. Jones of the Lubbock station, and

J. R. Quinby of the Chillicothe station, will be available for planting this spring. So badly is a new disease resistant variety needed, and so rapidly can the seed supply of grain sorghum be multiplied that it is expected that the entire acreage heretofore planted to the old susceptible milo will be replaced by this new variety within four or five years.

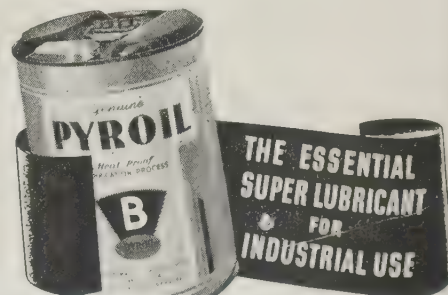
A process for the production of rotenone, used in exterminating rodents, in the form of a pale yellow waxy solid, has been invented by Eric Wm. Fawcett, Wilmington, Northwch, Eng., assignor to Imperial Chemical Industries, Ltd., and covered by letters patent No. 2,096,678.

Auburn, Neb.—Peter and Thomas McManus recently threshed wheat that they stacked six years ago when it was worth only 35c a bu. It was found to be in excellent condition and brought 93c a bu. at local elevators. Mr. Wallace wants all grain stored in Government bins.

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## Grain Carriers

Washington, D. C.—Grain and grain products were loaded into 36,151 cars during the week ending Jan. 22, compared with 29,514 cars during the like week a year ago, reports the Ass'n of American Railroads.

Western railroads have petitioned the Interstate Commerce Commission for rehearing of the C. F. A. rate case No. 15037 and related numbers, wherein the Commission specified rates in C. F. A. territory and provided that rates from northwestern and southwestern markets be equalized to the bulk of C. F. A. territory. Distorted rate relationships, and forcing of reduced revenues by the order, are given as the reasons.

Sioux City, Ia.—Reopening consideration of grain rates east from Missouri river points has been requested of the Interstate Commerce Commission by the Sioux City Grain Exchange for the purpose of classifying Sioux City with Missouri river points. In the recent I. C. C. decision equalizing the rates between Missouri river points and Minneapolis and Duluth on shipments east, the exchange has declared, Sioux City was excluded, requiring Sioux City shipments to be shifted to Omaha, Neb.

Seattle, Wash.—Seeking parity for Seattle and Tacoma with Oregon ports, the Seattle Merchants Exchange intervened in the Feb. 3 hearing before the Washington Public Service Department of the complaint of the Tacoma Chamber of Commerce, the Port of Tacoma and the North Pacific Millers Ass'n against eight Pacific Northwest railroads and the North Pacific Coast Freight Buro. Setting aside of the July 1, 1935, order that excluded transit privileges within switching limits of transit stations is sought.



# Feedstuffs

**Oklahoma City, Okla.**—Retail flour, seed, feed, grain and fertilizer stores contributed \$80,558.56 to the state of Oklahoma during the first half of the 1937-38 fiscal year under the state 2 per cent sales tax law.—L. H.

**A hustling** Ohio elevator man tried to insert an advertisement in his local newspaper reading: "Udder failures are unknown to users of our Mudder's Meal" and the dumb compositor set it up "Utter failures, etc."

**San Francisco, Cal.**—The California Hay, Grain & Feed Dealers Ass'n has announced Apr. 21-23 as the dates for its annual convention. San Diego, Los Angeles, and Hollywood are under consideration by the ass'n directors as convention cities. A selection will be announced soon.

**Minneapolis, Minn.**—The Northwest Retail Feed Ass'n will hold the third in a series of regional meetings at the West Hotel, at 6:45 p. m. Feb. 14. The business session will be preceded by a dinner. Retail feed dealers from 14 nearby counties have been invited. W. L. Ledine, Bethel, Minn., pres. of the ass'n, will preside. Other meetings were held in Rochester and Duluth.

**Nutrena Mills, Inc.**—Kansas City, Kan., has entered into a stipulation with the Federal Trade Commission to discontinue certain misleading representations in the sale of its products, poultry feed and mash. Nutrena Chick Mash Pellets will not be advertised as containing the correct balance and blend of all vitamins, minerals and nutritional food, according to the stipulation, and Nutrena All-Mash Egg Pellets will not be advertised as being capable of producing more eggs on less feed.

## Feed Prices

The following table shows the closing bid price each week for March futures of standard bran and gray shorts, spot cottonseed meal, soybean oilmeal, and No. 1 fine ground alfalfa meal, in dollars per ton and No. 2 yellow corn and No. 2 yellow soybeans in cents per bushel:

	Minneapolis		Kansas City	
	Bran	Midds	Bran	Shorts
Nov. 27.....	19.00	19.00	17.90	19.00
Dec. 4.....	18.50	18.50	17.75	19.00
Dec. 11.....	19.50	19.75	18.50	19.85
Dec. 18.....	19.75	20.00	18.35	19.50
Dec. 24.....	19.50	19.50	18.65	20.05
Dec. 31.....	19.50	19.50	18.55	19.85
Jan. 8.....	21.00	21.00	19.80	21.30
Jan. 15.....	22.00	21.50	20.00	22.15
Jan. 22.....	23.50	22.00	20.80	22.15
Jan. 29.....	22.00	21.50	19.55	20.75
Feb. 5.....	21.50	21.50	20.00	20.35

	St. Louis		Chicago	
	Bran	Shorts	Soybeans	Meal
Nov. 27.....	20.00	21.60	92½	28.70
Dec. 4.....	19.90	21.25	93½	28.00
Dec. 11.....	20.60	21.50	94	28.00
Dec. 18.....	20.40	21.65	94½	27.70
Dec. 24.....	20.75	21.20	97½	29.20
Dec. 31.....	20.70	22.00	94½	28.50
Jan. 8.....	21.90	23.10	97	30.00
Jan. 15.....	22.20	24.35	99½	30.00
Jan. 22.....	23.00	24.00	103½	29.70
Jan. 29.....	21.70	22.50	103	30.00
Feb. 5.....	21.65	22.50	104½	29.00

	Cottonseed Meal		Kansas City	
	Ft. Worth	Memphis	Alfalfa	Corn
Nov. 27.....	26.00	23.00	21.50	54½
Dec. 4.....	26.00	20.75	22.00	56
Dec. 11.....	25.00	21.00	21.50	56½
Dec. 18.....	25.00	22.00	22.00	59¼
Dec. 24.....	25.00	22.50	22.50	60½
Dec. 31.....	25.00	22.25	22.50	61½
Jan. 8.....	25.00	23.00	22.50	62½
Jan. 15.....	25.00	23.50	22.50	60¾
Jan. 22.....	25.50	24.00	22.50	60½
Jan. 29.....	25.50	22.50	22.50	59½
Feb. 5.....	25.50	22.50	22.50	58½

under all conditions, when administered to poultry.

**Cacao husks** obtained from industrial sources were found by G. Pfeiffer and L. Clarenz to contain on the average from 15 to 18 per cent of crude protein and one variety having an especial aromatic odor contained 26 per cent. Its digestibility as determined analytically was found to be about 40 per cent (55 per cent in the case of the aromatic husk). The pure protein was somewhat more digestible than the crude protein. Feeding trials with wethers, in which cacao husks were fed as the main source of protein, gave results in close agreement with the digestible protein values as obtained in analytical trials. On the basis of these trials a starch value of 42 kg is assigned, which closely corresponds to that of coarse wheat bran.

## Famous Authorities to Study Feed Values

Ten national figures in the field of animal production and nutrition will be appointed to a special com'te to work out more satisfactory standards for measuring the relative feeding values of animal feeds, according to announcement by Prof. D. W. Williams, pres. of the American Society of Animal Production, College Station, Tex.

The com'te will work by correspondence, clearing thru Prof. F. B. Morrison, Cornell University's famous feeding authority, at Ithaca, N. Y.

The com'te will make its first report at the annual meeting of the society in Chicago next fall, just before the opening of the International Livestock Show.

## Rough Rice for Fattening

Feeding tests were conducted with fattening steers, lambs, and hogs in which rough rice replaced all the corn in the ration, and also with lambs and hogs in which rice replaced one-half of the corn.

The rice used proved palatable in all cases being fed whole to the lambs, ground to the cattle, and either ground or cooked to the hogs. With each type of animal, replacing corn with rice resulted in a slower rate of gain and a greater consumption of both grain and supplement per unit of gain. The slower gain, however, could be overcome by lengthening the feeding period.

Nearly twice as much protein concentrate was required to balance the ration when rice replaced corn. The grades of beef, lamb, or pork produced on the rice rations were considered satisfactory. The rice was approximately 70% as valuable pound for pound as corn when completely replacing it in the ration but had a considerably greater relative value when used as a partial substitute for corn.—Mo. Sta. Bull. 386.

## Damage Suit Settled Out of Court

A "large cash settlement" out of court brought to a close the \$100,000 damage suit of the Quisenberry Food Products Co., Kansas City, against the *Wichita Beacon* and four Wichita retailers, according to a recent statement by H. L. McGehee, general manager of the Quisenberry Company and head of the feed company of the same name.

The suit, filed in federal court last August, accused the *Beacon* of violating the Kansas Fair Trade Act. The Quisenberry Company charged the *Beacon* with buying 20 cartons of its Green Gold dog food from the John Milgram stores of Kansas City, giving it or selling it below cost to the four Wichita retailers, and carrying free advertisements offering the dog food for sale at 19c, thus breaking down the company's stipulated price of 35c for a 2-lb. box.

The *Beacon* was charged with having formed the conspiracy after Quisenberry had placed an exclusive contract for advertising with the *Wichita Eagle*.

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## Experiments in Livestock Feeding

SEPARATED MILK, meat meal, blood meal, carcass meal and palm kernel cake were found to have no bad effects on the carcasses of pigs fed from 65 pounds to 185 pounds, live weight, properly finished, in Rhodesian experiments with 5 pens of 8 pigs each, to determine the effect of these protein supplements on the bacon.

Four of the pigs were slaughtered when under the average live weight (less than 170 pounds) for bacon carcasses and these graded "soft." No bad effect was noticed on finished carcasses and palm kernel cake was found to have a firming effect on the fat.

\* \* \*

COD LIVER oil was found more effective than vegetable and mineral oils in healing surface wounds and ulcers in recent experiments, possibly due to production of "active oxygen" in the tissues while decomposing, and to its terminal acid products. The vitamin content of the oil was considered of no importance in healing.

\* \* \*

PERILLA meal, hempseed meal and babassu meal, as by-products after the expression of oil from the seeds, were successfully fed to sheep in experiments reported by Arthur H. Folger at the 1936 meeting of the western division of the American Dairy Science ass'n. These meals contained 34.1, 26.0 and 21.3% of digestible crude protein; 8.7, 5.2 and 6.0% fat; and 63.8, 43.8 and 79.7% of total digestible nutrients, respectively.

Attempts to feed kapok meal to sheep and cattle failed when the animals refused to partake of this product. Cows showed distaste for mixed feeds that contained as little as 5 to 10% of the kapok meal.

\* \* \*

THE FACTOR in soybeans that suppresses transference of vitamin A from the feed to

the milk fat of cows was found present in both the oil and the meal in experiments by Hauge, Wilbur and Hilton. Efforts to extract the factor with ethyl alcohol failed.

The vitamin A potency in Sherman units per gram of butter from cows receiving a linseed meal control ration was 33 to 36, from soybean meal 26 to 28, linseed oil control ration 30 to 33, soybean oil 17 to 20.

\* \* \*

CUTTING hay for steers might conserve some metabolizable energy because of a reduction in the energy required for chewing, concluded Kick, Gerlaugh, Schalk, and Silver from experiments at the Ohio experiment station. Ground hay required less work on the part of the animal for chewing.

They found no economy of metabolizable energy from a decrease in rumination when shelled corn was ground. Grinding the corn actually increased the work of the steers in chewing.

\* \* \*

VITAMIN K, listed among the new vitamin discoveries, is found profuse in green vegetables, according to reports by H. Dam and F. Schoneheyder, who used extracts of hog-liver fat to examine the chemical nature of the vitamin.

They found the vitamin K quite thermostable, but they also found that its potency is greatly reduced by cold saponification, and completely destroyed by saponification. Continued exposure to light and air greatly reduced its potency, tho it was felt that this might be caused by rancidity as much as by light.

The vitamin may be extracted with acetone as a solvent, and may be concentrated by adsorption on aluminum oxide, calcium carbonate, or cane sugar.

## Eastern Federation Convention Program

At the annual convention of the Eastern Federation of Feed Merchants, scheduled for the Onondaga hotel, Syracuse, N. Y., Feb. 18 and 19, Chester Leasure, manager of the resolutions and referenda department of the national Chamber of Commerce is expected to report on the latest developments in Washington.

A feature of the meeting will be the display of retail advertising, consisting of newspaper advertisements, mailing pieces and circulars. In charge of the advertising exhibits will be Austin W. Carpenter, Sherburne, N. Y., who will welcome contributions.

## Trying to Hypnotize the Weather

The ever-normal granary has passed both houses. It was during the last cyclone that both houses passed the barn. The ever-normal granary controls everything on the farm except wind, sun and rain. It can divert acreage from corn to beans without having authority to divert the taste for caviar back to tapioca. The ever-normal granary seeks to balance a hypothetical condition through parliamentary fortune-telling; it seeks to reveal the future thru legislation—it is like trying to throw three strikes with a crystal ball.—*Chicago Herald-Examiner*.

Properly treated soybean oil can be substituted up to 100% for the oil constituent in a considerable number of varnishes without impairing them.

## Feedstuffs Movement in January

Receipts and shipments of feedstuffs at the various markets during January, compared with January, 1937, in tons, were:

	Receipts		Shipments	
	1938	1937	1938	1937
*Baltimore ....	3,434	3,691	.....	.....
*Chicago .....	11,342	8,658	37,508	33,178
†Kansas City...	6,825	7,525	25,975	22,900
*Milwaukee ...	290	410	4,490	8,325
*Minneapolis ..	2,498	365	23,789	.....
*Peoria .....	11,220	10,940	15,920	12,825

\*Millfeed. †Bran and shorts.

## Hay Movement in January

Receipts and shipments of hay at the various markets during January, compared with January, 1937, in tons, were:

	Receipts		Shipments	
	1938	1937	1938	1937
Baltimore .....	39	508	.....	.....
Chicago .....	1,743	2,223	146	400
Ft. Worth.....	4	2	0	0
Kansas City...	4,452	4,980	1,188	1,440
Minneapolis ...	192	2,364	.....	25,630
Peoria .....	10	.....	.....	.....

## Imports and Exports of Feeds

Imports and exports of feedstuffs during November and during the 11 months ending November, compared with the like periods of 1936, as reported by the Bureau of Foreign and Domestic Commerce, were as follows, in tons of 2,240 lbs. except where noted otherwise:

	IMPORTS		11 months ended November	
	1937	1936	1937	1936
Hay* .....	2,475	16,321	143,040	54,024
Coconut cake† ...	7,088,203	800,000	137,425,718	79,786,093
Soybean cake† ...	2,787,391	970,480	108,744,222	36,050,919
Cottonseed cake† ...	1,125,090	5,026,184	38,854,902	21,445,269
Linseed cake† ...	160,000	1,203,500	24,365,261	33,879,696
All other cake† ...	273,690	51,400	48,948,351	7,691,465
Wheat fds.*	4,087	38,343	299,150	327,099
Beet pulp*	1,026	7,153	35,400	30,330
Tankage ..	3,208	3,384	44,276	45,246
Fish scrap.	3,496	5,811	61,104	39,522
	EXPORTS		11 months ended November	
	1937	1936	1937	1936
Hay .....	10,099	144	16,245	2,109
Cottonseed cake ....	5,754	23	22,272	1,981
Linseed cake	24,295	17,141	265,352	153,784
Other oil cake ....	.....	25	1,314	17,837
Cottonseed meal ....	3,213	715	18,038	3,986
Linseed meal	1,072	896	17,355	7,597
Other oil-cake meal	6,591	712	16,927	25,031
Fish meal..	179	159	443	4,282
Mxd. dairy feeds ....	264	153	2,057	1,384
Mxd. poultry feeds ....	276	85	1,535	1,565
Oyster shells	3,720	5,761	45,316	54,293
Other prepd. & mixed feeds ....	951	164	3,930	1,928
Other feed, bran .....	2,213	617	7,503	8,587
Kafir, milo, bus. ....	486	790	4,039	2,148

\*2,000-lb. tons. †Pounds.

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# Poultry Feeds and Feeding

## Dietary Control in Coccidiosis

By ELERY R. BECKER, Iowa State College

There is no effective control known for coccidiosis except stringent sanitary measures based upon an understanding of the life cycle of the protozoan. For a number of years the writer has been investigating the possible relation of diet to certain aspects of coccidian infection, particularly in the white rat. Recently efforts have been made to construct rations for the chick that would ameliorate the severity of caecal coccidiosis occasioned by *Eimeria tenella*, which seems to be by far the most virulent of the types found in this bird.

One lot of control chicks was kept on a commercial ration that it had received from time of hatching. The ration was 40 per cent yellow corn meal, 30 per cent wheat flour middlings, 5 per cent ground hulled oats, 5 per cent powdered skim-milk, 5 per cent wheat bran and 15 per cent various amounts of salt, cod liver oil, oyster shell, meat and bone meal, alfalfa meal, bone meal and charcoal. Another lot was given the same mixture until it was fourteen days old, when it commenced to receive the following test mixture: yellow corn-meal, 25 parts; meat and bone meal, 6; soybean meal (with nutty flavor), 22.5; hulled oats, 20; ground wheat, 10; wheat bran, 5; ground oyster shell, 1; salt, 1; charcoal, 1; beet sugar, 6.5; cod liver oil, 2. After nine days on the test ration, both controls and tests were infected with 50,000 sporulated oocysts of *Eimeria tenella* per bird. As a result of this infection nine out of eighteen controls succumbed, but only one out of thirteen in the test series.

One lot of chicks was maintained thruout on the control ration previously described. Another lot received the same until it was eight days of age, when its diet was changed to the following by parts: yellow corn-meal, 32; hulled oats, 20; soybean meal (the kind with nutty flavor), 16; fish meal, 65 per cent protein, 4; meat and bone meal, 4; wheat bran, 5; wheat flour middlings, 10; oyster shell, 2; alfalfa meal, 2; commercial casein, 1; salt, 1; charcoal, 1; cod liver oil, 2. After the second lot had been on the test diet for fourteen days, each bird in both lots received 60,000 *Eimeria tenella* oocysts. As a direct result of this infection nineteen out of twenty-four control birds succumbed, but only one out of twenty-four in the test series.

The two preceding test rations were constructed with the idea of eliminating powdered skim-milk and butter-milk altogether from the ration and reducing the amount of wheat flour middlings well below that in the control diet. Certain previous experiments had led us to suspect that these materials in certain combinations, particularly the skim-milk and butter-milk, were the chief inciters of ill effects in infected chicks. The chicks made good gains on both test diets, but four on the second test diet developed a partial paralysis of the type in which the toes turn inwards. They recovered within two days when placed on the control ration again. Since skim-milk has been shown to be a preventative for this type of paralysis, and since the second ration was shown to be slightly deficient in the paralysis-causing factor, a ration was constructed in which a small amount of skim-milk was included and the grain element somewhat varied. It was, by parts, as follows: yellow corn-meal, 40; hulled oats, 10; ground whole oats, 5.5; barley, 5; ground whole wheat, 5; wheat bran, 5; wheat flour middlings, 5; soybean meal, 10.5; meat and bone meal, 4; fish meal (65 per cent protein), 2; oyster shell, 2; salt, 1; skim-milk, 2; alfalfa meal, 3.

The chicks put on the latter ration at the age of thirteen days made excellent growth

during the next fourteen days. At the end of this time twenty-eight chicks on the control ration and thirty-three on the test ration were each given a forced feeding of 80,000 sporulated oocysts of *Eimeria tenella*. As a result of this infection seventeen chicks on the commercial or control ration succumbed, or about 60.7 per cent. There were only six fatalities in the group on the test diet, a mortality of only 18.7 per cent. No paralysis appeared in this group.

These and other experiments by the writer prove that coccidiosis is a disease controllable thru the diet. It appears that the extreme severity manifested in certain outbreaks is attributable not only to the microorganism, but also to certain of the materials incorporated into the ration to stimulate growth of the bird. Powdered skim-milk and buttermilk in certain formulas for chick rations seem to be the most flagrant offenders in this regard. Too many wheat middlings are under suspicion also. The cardinal problem in coccidiosis control is to construct a ration that is adequate in vitamin and vitamin-like materials for the normal development of the host, but at the same time lacks inordinate coccidium-stimulating properties. The third diet described above is a step in this direction.—*Science*.

## Vitamin G in Poultry Reproduction

Professor H. J. Davis, L. C. Norris and G. F. Heuser of Cornell University studied the role of vitamin G in reproduction in poultry, their conclusions being summarized as follows in *Poultry Science*:

The average hatchability of the fertile eggs of hens which receive a diet adequate in vitamin G was much greater than the average hatchability of the eggs of hens which received a basal diet deficient in vitamin G. The hatchability of the eggs of the hens on the adequate diet was approximately 63 per cent as compared to 9 per cent hatchability for the eggs of the hens on the deficient diet. By means of an indirect procedure it was found that hatchability was not influenced by the protein of dried whey, the source of vitamin G in the adequate diet.

Egg production, fertility of eggs, egg size, feed consumption, and the physical condition of hens was not affected by the addition of vitamin G to the deficient diet. Since the deficient diet contained approximately 100 Cornell units of vitamin G per 100 grams, the results show that less vitamin G is required for egg production than is required for hatchability.

The embryos of the hens which received the deficient diet grew much slower and showed greater mortality than the embryos of the hens which received an adequate amount of vitamin G. This difference in growth gradually increased from the beginning of the incubation period to the sixteenth day of incubation at which time the deficient embryos were 27 per cent smaller than the normal embryos.

Two mortality peaks were obtained in the embryos of the hens which received the deficient diet. One of these occurred at the third day of incubation and the other during the period beginning with the seventh day of incubation and ending with the tenth day. The greatest amount of mortality was obtained during the latter peak. Only one mortality peak was obtained in the embryos of the hens which received the adequate diet. This occurred at the third day of incubation. The mortality at this time was much less than that obtained in the deficient embryos at the third day of incubation.

When the chicks of the hens used in this investigation were fed a chick diet deficient in

vitamin G, the chicks of the hens on the deficient diet grew slower and showed greater mortality than the chicks of the hens on the adequate diet. This showed that the vitamin G content of eggs and the vitamin G reserves of chicks at the time of hatching is influenced by the amount of this vitamin in the diet fed the hens.

## Fluorine Poisoning from Rock Phosphate

By J. S. McHARGUE and J. D. TURNER of Kentucky Agri. Exp. Sta. before Ass'n of American Feed Control Officials.

For the past few years manufacturers of commercial mineral mixtures for livestock have been adding from 10 to 20% of rock phosphate as an ingredient of the finished products. Since calcium fluoride is a normal constituent of rock phosphate, the total fluorine content of the mineral mixtures varies in proportion to the amount and kind of rock phosphate used. On the basis of 10@20% rock phosphate used in the mineral

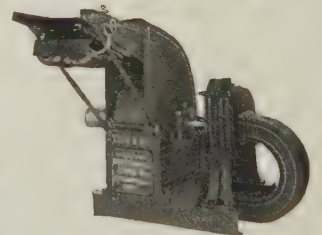
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mixtures, the percentage of fluorine is approximately 0.55%.

The principal reason that may be assigned for the addition of rock phosphate in mineral mixtures is that it serves as a source of calcium, phosphorus and fluorine in case there should be a deficiency of any of these elements in the diet of domestic animals that consume it. However, it would seem that the main reason in adding rock phosphate to a mineral mixture is that the cost of this mineral is about \$10 a ton, while the average costs of steamed bone meal, legume hays and grain by-product feeds, which are unquestionably much better sources of calcium, phosphorus and fluorine in the diet of domestic animals, are approximately three times as much as rock phosphate.

The question involved here is one of economy against what might be termed false economy. It is the purpose of this presentation to call the attention of farmers and those in charge of feed control service in the various states to the deleterious effects of calcium fluoride on livestock when it is consumed in even very minute amounts.

**Calcium fluoride ( $\text{CaF}_2$ )** is the most abundant compound of fluorine occurring in nature. It is a normal constituent of rocks, soils and natural drainage waters. The mineral known as rock phosphate usually contains about 6% of calcium fluoride. The solubility of calcium fluoride in distilled water is stated in the literature (1) to be 0.04 grams per liter. This mineral is probably slightly more soluble in the percolating ground waters than it is in distilled water.

It has been demonstrated in recent years that the natural waters in certain regions of this country contain sufficient fluorine compounds to produce deleterious effects known as "mottled teeth" and "chalky bones" in persons who have consumed the high-fluorine water for some length of time.

**Soils contain** as much as 0.03% of fluorine in combination with other elements. Normal plant material which has been grown in the soil contains as much as 0.00265% of fluorine. The average fluorine content for 32 representative edible food substances, as reported by Gautier and Clausmann (2) is 0.000573% of the fresh material.

From the foregoing statements it is quite evident that a small quantity of fluorine is a normal constituent of the food and water consumed by animals. It has been shown by several investigators that small amounts of fluorine are normally present in the teeth and bones of all animals and that the amount found in normal teeth and bones is probably conducive to soundness, hardness and adequate strength.

**Excess of Fluorine in Feed.**—However, if an excess of fluorine compounds, including sodium fluoride and calcium fluoride, is mixed in the feed or otherwise introduced into the digestive tract of domestic animals, detrimental effects on the health of these animals soon become apparent. If such an animal is enticed or made to consume a considerable dose of sodium or calcium fluoride at one time, acute fluorine toxicosis or fluorine poisoning occurs and the animal dies shortly thereafter.

**Chronic Poisoning.**—However, if small amounts of either of these compounds are constantly fed in the diet or otherwise consumed by the animals for a considerable length of time, chronic fluorine toxicosis or fluorine poisoning results, which is manifested by mottled teeth, chalky bones, depraved appetite, loss of weight and eventually the teeth are eroded and broken off and the animals (rats) bloat and die.

Merck's Index states that the action of calcium fluoride is that of an antiseptic and the dose is 1/24th of a grain, or 0.0025 gram.

All farmers do not salt their stock regularly at intervals; accordingly, it is maintained that a mineral mixture containing 0.55% of fluorine in the form of calcium fluoride is a potential source of danger to livestock that have either regular or intermittent access to it.

**Rock Phosphate Deleterious.**—Furthermore, we are convinced from our own experiments, as well as those of other investigators, that rock phosphate containing calcium fluoride, when introduced even in very small quantities into the digestive tract of domestic animals for a considerable length of time, will produce deleterious effects on the health of the animals receiving it.

The authors assume that a minute amount of fluorine is an essential factor in the economy of animals, but in view of the very wide distribution of fluorine in rocks, soils, natural water, plants and foods, there is no good reason to believe that there is likely to be a fluorine deficiency in the food for livestock. Even if there was such a fluorine deficiency in feeds, it is hard to conceive that the mineral rock phosphate containing calcium fluoride, is the proper form in which to administer to a fluorine deficiency. The authors are not in sympathy with the hypothesis that rock phosphate is a good source of calcium, phosphorus and fluorine in the diet, and feel there are more desirable and less dangerous ways of supplying these important elements in the rations of animals.

### Losses of Vitamin A and Carotene from Feeds in Storage

By G. S. FRAPS and A. R. KEMMERER of Texas Agr. Exp. Sta.

Some manufacturers of mixed feeds, having recognized that some of the commercial mixed poultry feeds did not carry enough vitamin A potency, have begun to correct these deficiencies by adding fish liver oils, fish liver oil concentrates or solutions of carotene in oil, or yellow corn or alfalfa leaf meal of high potency. Since vitamin A and carotene are both unstable, it is important to know whether these substances would remain in commercial mixed feeds long enough to have the desired effect.

Cod liver oil, other fish liver oils, concentrates of cod liver oil, and carotene dissolved in oil were added to various feed mixtures, the mixtures stored in several different ways and examined for vitamin A or carotene after definite intervals of time had elapsed. It was found that practically all the vitamin A, added in the form of cod liver oil, other fish oils, or cod liver oil concentrates, was lost after four weeks of storage. When hydroquinone equal to 0.1% of the feed was used as a stabilizer, the vitamin A did not disappear so quickly, but even then most of it was lost after three weeks. The use of fish liver oils in a commercial mixed feed for the purpose of supplying vitamin A appears to be of little or no value, since most of the vitamin A may disappear before the feed is used. If such oils are mixed in a feed to supply vitamin A, the mixture should all be used in 10 days after it is made up, to avoid serious losses of vitamin A.

The carotene in solution in vegetable oil after being added to feeds was more stable than vitamin A in cod liver oil, especially when the mixture was stored at low temperatures. At a temperature of 42-49°F. only 3 to 6% of the carotene was lost in 8 weeks. However, at room temperatures of 77-82°F., from 7 to 27% of the carotene was lost in 4 weeks and from 12 to 53% in 8 weeks.

Carotene in alfalfa products and cryptoxanthin in yellow corn were also found to be unstable, though they were not lost as rapidly as carotene dissolved in oil. At high temperatures there was considerably more loss than at low temperatures. The method of storage had considerable effect on the loss. Large compact samples of the feeds lost carotene at a less rapid rate than small samples loosely packed. Alfalfa leaf meal stored in tightly packed vials at refrigerator temperatures lost only from 0 to 3% carotene per month. Mix-

tures of feeds with carotene are likely to lose part of the carotene when stored under ordinary conditions, so that when the mixture is fed, the animals will not receive the quantity of carotene originally placed in the feed. Being more stable, carotene is a better source of vitamin A potency than cod liver oil for mixing with feeds. However, most of the carotene may be lost unless the mixture is fed within two or three months after it is made.—Bull. No. 557.

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## Fallacy of Political Effort to Control Crops

Major H. G. L. Strange of Winnipeg, Canada, recognized internationally as an authority on wheat marketing, bared the fallacy of political attempts to regulate crop supplies, in a talk this week to members of the Chicago Board of Trade and the Grain Market Analysts Club.

"If the world had taken the advice of the London Wheat Committee in 1933 and reduced acreage 15 per cent, the world would be short today 600,000,000 bus of wheat," he stated.

"It is fortunate for the world, and particularly for the United States, that farmers refused to reduce acreage, leaving the natural cure to nature itself, which, as ever in the past, made wheat surpluses naturally disappear because in the end they were needed.

"Political bodies fail to realize that supplies or crops are governed by the weather, that there is no possible means of forecasting supplies or crops unless one is competent to forecast the weather. Nature has an uncanny way of frustrating and rendering absurd, men's long-time forecasts on all economic subjects."

Maj. Strange estimated that the world still is short about 150,000,000 bushels of wheat and this year produced barely sufficient for its annual consumption.

"Next year, therefore," he said, "the world can produce 150,000,000 bushels in excess of its requirements and still the world carryover will be only normal and should have no adverse effect on price."

In a survey of the past 5,000 years, he has been unable to find any one year where sufficient wheat for the people of the world was produced, according to Maj. Strange.

"Temporary surpluses in one country always are equalized by corresponding deficiency in other countries," he stated, "and the modern method of marketing commodities through exchanges provides the machinery for transporting supplies from a surplus area to districts where foodstuffs are needed."

## Electric Moisture Meter Requires Constant Battery Strength

Correct moisture determinations by means of the electric moisture meter cannot be accomplished without the use of a constant, effective battery strength of not less than 90 volts. Experience has shown that weak and unstable batteries will give high moisture-test results on low-moistured grain, and low moisture-test results on high-moistured grain.

When in fresh condition the batteries in the meter box are capable of supplying 112.5 volts. With continued use this voltage will be reduced to below 90, at which point the useful life of the battery has passed. In the original design of the electric meter box a weak or unstable battery usually could be detected quickly by use of the S and T resistors. However, when the T resistor was replaced by the X resistor, in order to extend the moisture-testing range of the moisture meter, this easy battery-strength test was eliminated so that now the only manner in which battery condition can be determined is by use of a volt-meter.

Old or weakened batteries will frequently show an initial full deflection of the microammeter to S-50, but due to the internal resistance of such batteries, their effective voltage will immediately drop to a point where they are useless from a moisture-testing standpoint.

In order to overcome errors arising from the use of weak batteries, technicians of the Grain Division have developed a voltage regulator (battery eliminator or power pack), which can be inserted in place of the dry batteries. By directly connecting the voltage regulator with the electric power or light circuit on which the electrode is operated, a constant voltage of

the required strength is supplied to the meter box at all times, thus eliminating the hazard of weakened or unstable batteries.

The average life efficiency of a voltage regulator has been determined as 5,000 hours. At the end of this period a new set of radio tubes will extend its life efficiency for an additional 5,000 hours. On the other hand, the life efficiency of the dry batteries in the electric meter box is never more than 1,000 hours and sometimes less. When this period has elapsed they are certain to cause errors in moisture testing.

Moisture meters operated in offices of Federal Grain Supervision have been equipped with voltage regulators which were assembled and tested in the Grain Division Research Laboratory at Washington.

## Trade Control in Germany

Germany has 20 regional grain associations organized under the law of Sept. 13, 1933, operating under the Central Union of the Grain Trade.

Trade and processor margins have been brought gradually under control for most of the staple foodstuffs, such as grain and grain products, potatoes, milk and dairy products, fats, and most types of meat and meat products.

As a result of the scarcity of bread-grain supplies, authorities adopted a variety of measures in 1937 to restrict consumption, to prevent the feeding of bread grains to livestock, and to accumulate supplies in Government hands. From March 15 to July, an average admixture of 7 per cent corn flour with wheat flour used for bread by bakers was required, and since the beginning of the crop year 1937-38 this admixture is compulsory for all wheat flour and must be undertaken in the flour mills. The number of permitted types of wheat flour was gradually reduced from eight to one (Dec. 1, 1937), with extraction raised from 75 to 78-80 per cent in the crop years 1936-37 and 1937-38. Beginning with Nov. 1, 1937, all rye flour for bread making must carry an admixture of 6 per cent of potato flour, superseding the obligation—effective during August-October 1937—to admix 4 per cent of corn flour. At the end of March, 1937, production of 75 per cent rye flour was altogether prohibited and 80 per cent was made the lowest rye extraction permissible. The utilization of bread for distilling purposes was prohibited.

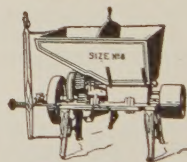
From the beginning of 1937, local authorities have urged farmers not to feed rye but to deliver it to the local grain ass'ns for exchange against foreign barley, corn, bran, and sugar-beet chips. The sale of wheat and rye for feeding purposes was generally prohibited. Toward the end of July an ordinance was issued compelling farmers to surrender all wheat and rye from the 1937 crops produced in excess of their household and seed requirements. Feeding of bread grains was prohibited. To make farmers deliver their bread grains as early as possible, prices for delivery were rearranged so as to result in higher prices in the fall and early winter, with gradual declines to take place as the season progresses. Deliveries must be completed by the end of February.

Regulations for the grain year 1937-38 that had already been published at the time the bread-grain surrender ordinance was issued on July 22 established permanent grain-delivery contingents for farmers. Total quotas for all grains to be delivered by farmers every year have been set up for each farm, and these total contingents include specified minima for bread grains alone. This measure will prevent a restriction of bread-grain growing (because of the surrender obligation) in favor of feed grains, which are not being requisitioned.

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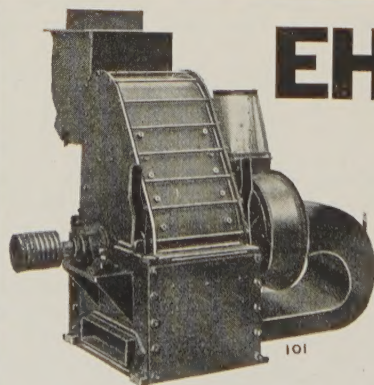
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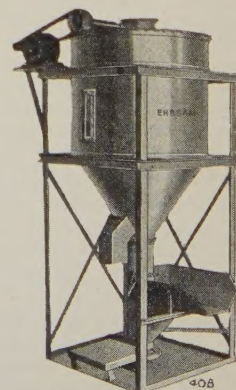
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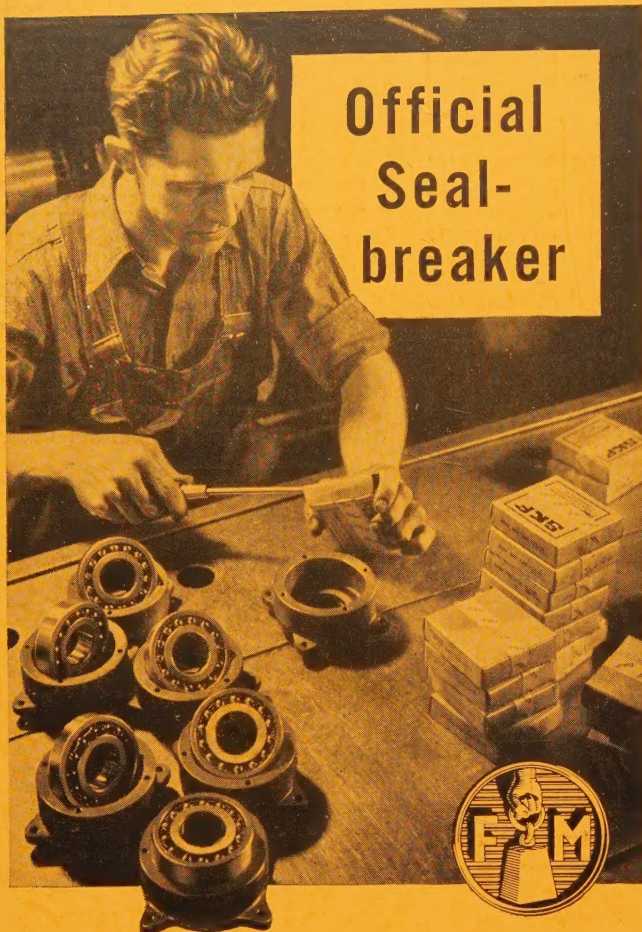
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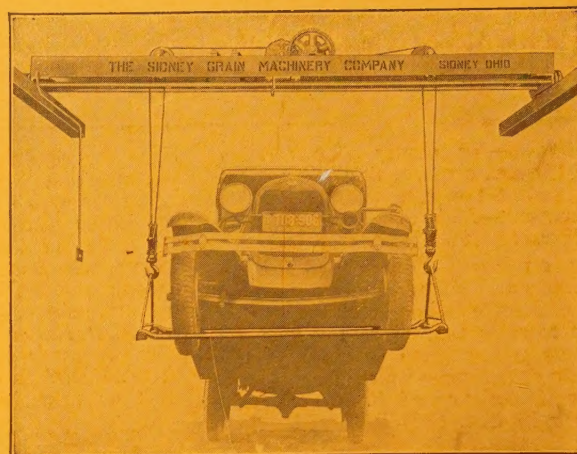
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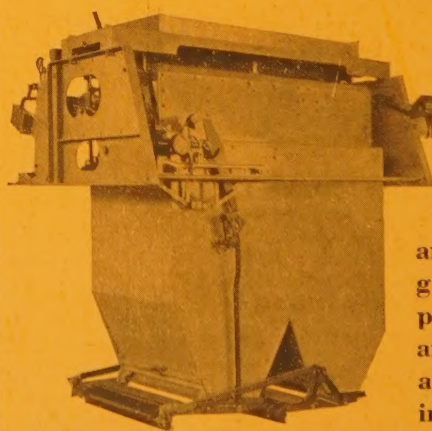
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